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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 90

JANUARY 13, 1934

Number 2

Distinctive, Legible Identification that boosts ham and bacon sales!

Certain identity on your ham and bacon will increase demand for your product, build profits, and provide a foundation for future sales. An EVERHOT-Branded name or trademark provides permanent identification. This clean-cut, legible, hot ink branding permanently brands your product with your identifying mark, guarding against substitution. Quick, accurate, simple to use. Electrically produced heat dries the ink as fast as impression is made. Can be used on all cured meats, fresh cuts, sides, carcasses and waxed or oiled wrapping papers. Complete details available on request. Write today!

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Equipped with scientifically designed element to provide exact amount of heat necessary under operating conditions. Easy to use—requires no special skill to operate. Equally effective on ham, bacon, boiled ham and all fresh and cured meat cuts.

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THIS sensational machine is proclaimed by leaders in the industry as the outstanding achievement in sausage-making equipment—in a class by itself for producing quality sausage at substantial savings in costs . . . NOW is the time to invest in modern "BUFFALO" machinery. Write for details.

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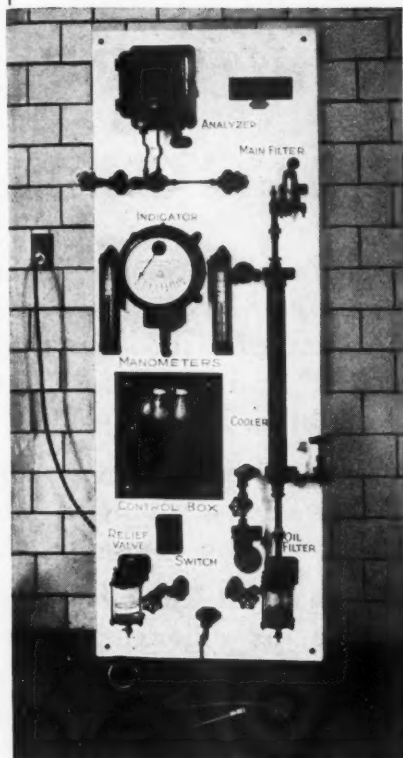
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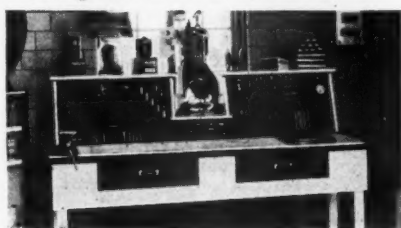
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TO FLEET OPERATORS WHO WANT TO MAKE MORE PROFITS DURING 1934



Above: the Power Prover. Below: Cities Service Tuning Tools and Precision Instruments.



ONCE - ALWAYS

THERE is a definite way for you to make more profit during 1934 because there is a definite way...a proved way...for you to cut your gasoline and oil costs and reduce maintenance expense. It is a method successfully proved during 1933 by more than 2500 fleet operators, large and small. That proved, successful way is—

POWER PROVER Service

This motor testing and adjusting service, offered exclusively by Cities Service, includes three distinct features: (1) An analysis of exhaust gases by the POWER PROVER; (2) A comprehensive 23-step Tuning Routine; (3) Use of exclusive and patented Cities Service Tuning Tools and Precision Instruments which make possible adjustments to the thousandth of an inch accuracy.

Results of this Service

From the more than 2500 enthusiastic fleet operators who have made POWER PROVER Service an established part of their maintenance routine come the following reports: (1) As much as 30% saved on gasoline and

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These Benefits Open to You

During the past year operators of POWER PROVER fleets have saved hundreds of thousands of gallons of gasoline and oil and an amazing sum of money on maintenance. You, too, can cut your gasoline and oil costs and make substantial savings on maintenance by adopting POWER PROVER Service. The cost for this service is trifling... just a few cents per vehicle per month. So don't wait. Investigate at once. Write, wire or telephone for a demonstration of POWER PROVER Service on your own fleet. Do it today to be sure of more profit during 1934. Address your request to Cities Service POWER PROVER, Room 717, 60 Wall Street, New York City.



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Cities Service Oil Company • Crew Levick Company • Cities Service Refining Company
Louisiana Oil Refining Corporation • A. R. Newcombe Oil Company

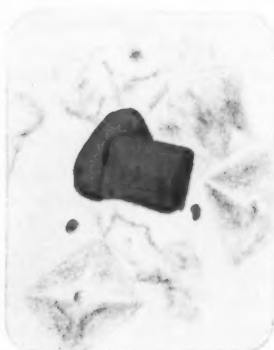
THE NATIONAL PROVISIONER, Vol. 90, No. 2. Published every Saturday by The National Provisioner, Inc., 407 S. Dearborn St., Chicago, Ill. Entered as second class matter, Oct. 8, 1919, at the post office at Chicago, Ill., under act of March 3, 1879. Subscription Price: United States, \$3.00; Canada, \$6.50, including duty. All foreign countries in Postal Union, \$5.00.

PRAGUE SAL

*Made Under Griffith's Process Patents
Named "PRAGUE POWDER"*

A Homogeneous "Curing Unit" of Dependable Character

"PRAGUE POWDER" comes from a strong ham pickle. This pickle is boiled until it takes on an aged action, and forced as "wet pickle" in "fine form" thru a drying process, causing total drying in the fraction of a second. A drop of pickle becomes a speck of dry "PRAGUE POWDER" and comes out in a soft snow-like form which looks like snow, is light, and dissolves like snow.



Under the microscope with polarized light. The red crystals are nitrite, the active curing ingredient.

"PRAGUE POWDER" is a new substance, a new curing unit. The total ingredients have been changed into a single unit — a color unit — a soft "curing compound."

The picture on the left is a "Mechanical Curing Mixture" shown here as a Nitrite mixture, as enlarged crystals. The Nitrite shows that you may pick up a handful and have very few Nitrite crystals, or you may find an excess of Nitrite crystals — this is dangerous.

ANY MECHANICAL MIXTURE VARIES. THE CURE IS NEVER UNIFORM.

PRAGUE POWDER fills a long felt need. It melts on contact on your meats. A quick dissolving ingredient is better than slow melting ingredients like "rocks" or sizable grains like mechanical mixtures. Look at the two cuts — you can see the practical difference.

THE GRIFFITH

1415-25 WEST 37th HICA

1934 MARCHES ON!

ALT POWDER

A CURING CRYSTAL—NOT A MECHANICAL MIXTURE

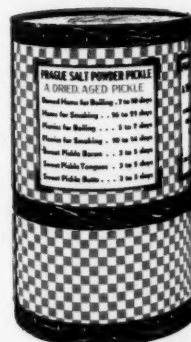
It has been the HOPE of THE GRIFFITH LABORATORIES for many years to PRODUCE a PERFECT HOMOGENEOUS SOLID "CURING COMPOUND"

A UNIFIED UNIT

All the curing elements combined in a dry *invisible crystal*, a firm physical union. When wet, it dissolves quickly, creating a lasting bloom on the lean of the meats, leaving no bitterness like Nitrate and no burning like Nitrite. After long and diligent research we have created this "perfect curing unit," molecular in construction and then dried to microscopic crystal units.



The curing agent photographs red in polarized light. Note uniform distribution and smallness of particles.



"PRAGUE POWDER" Is a Practical Curing Unit
with Full Power of Deep Penetration and
Color Fixation

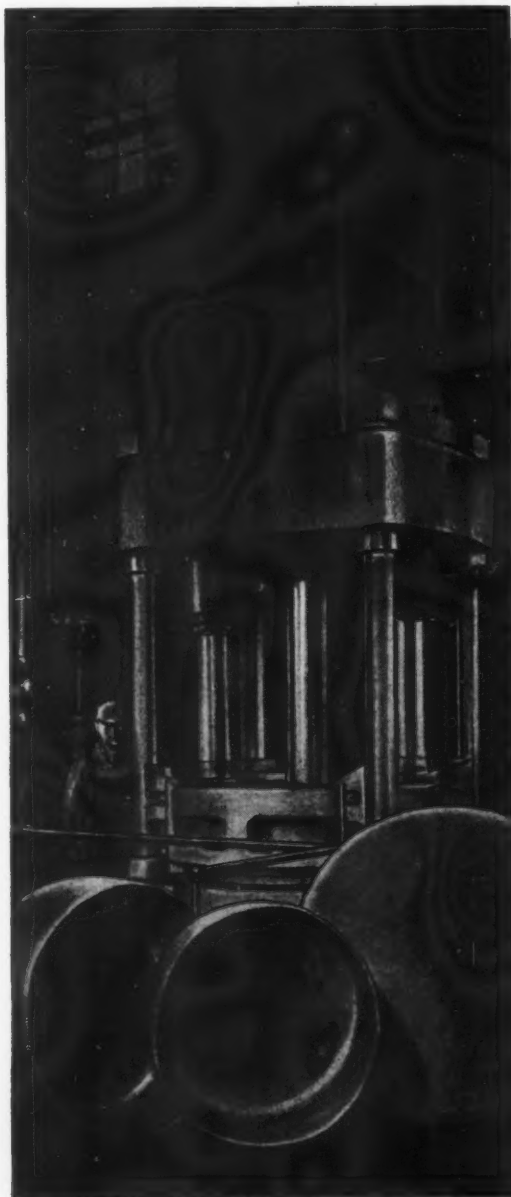
"PRAGUE POWDER" is packed in distinctive plainly labeled drums. The instructions for use are on a printed card in every drum. Our drums can be recognized easily as a "Griffith Product." If you are using Prague Salt — you may ask for drums "PRAGUE POWDER" and receive it in place of the sacks.

LABORATORIES

37th CHICAGO, ILLINOIS

MEETS B. A. I. REQUIREMENTS

P L Y K R O M E



The Stainless Clad Plate That Is Easy To Fabricate

NO difficulties will be encountered in fabricating Plykrome by any of the ordinary methods. Nor will you need any special equipment.

Plykrome may be welded, drawn, spun, beaded, formed or cold rolled. It will not separate or split under severe forming operations. This is due to the presence of a special metallic bond sheet between the Stainless Steel surface and the carbon steel base. The bond sheet accommodates the two metals to one another, thus compensating for their differing physical qualities.

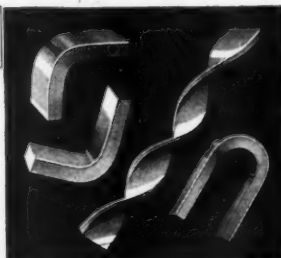
For all applications where corrosion resistance on one side is sufficient, specify Plykrome . . . for service and for economy.

For complete metallurgical information write to Illinois Steel Company.

Illinois Steel Company

208 S. LA SALLE STREET, CHICAGO, ILLINOIS

SUBSIDIARY OF UNITED STATES STEEL CORPORATION



Plykrome will not separate or split under severe forming operations

U S S CHROMIUM-NICKEL ALLOY STEELS ARE PRODUCED UNDER LICENSES OF THE CHEMICAL FOUNDATION, INC., NEW YORK, AND FRIED. KRUPP A. G. OF GERMANY

"Most Satisfactory Cutter"

Says Mr. Brown

Twenty-five years of experience are behind this statement.

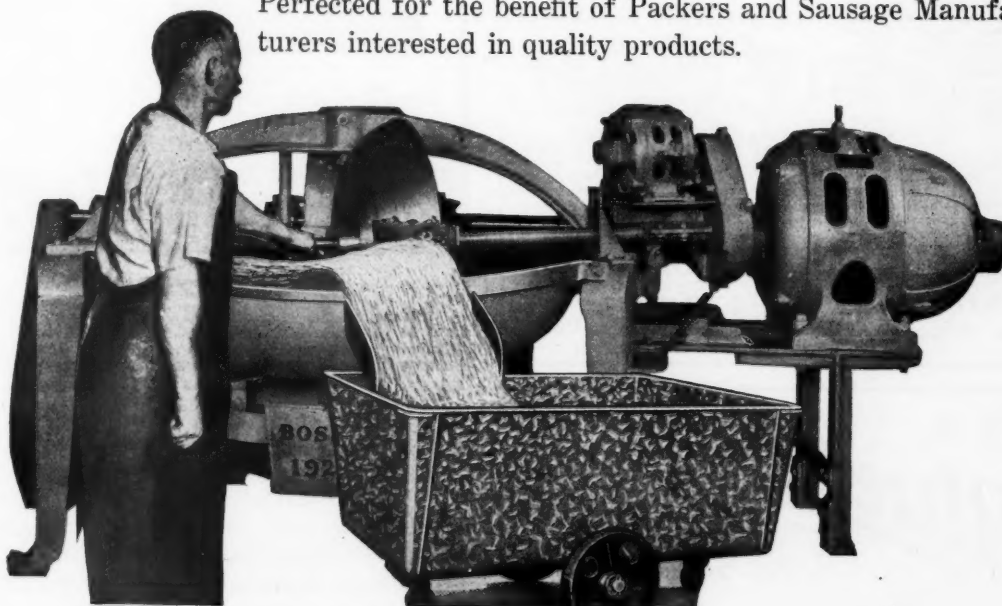
YES

This was the first successful type cutter unloader built. Our very first machines are still doing their work 100%.

1934

will go down in history as a year of marked sausage machinery development. These new developments are in the bag: tried — proved — new "BOSS" Ideas.

Perfected for the benefit of Packers and Sausage Manufacturers interested in quality products.

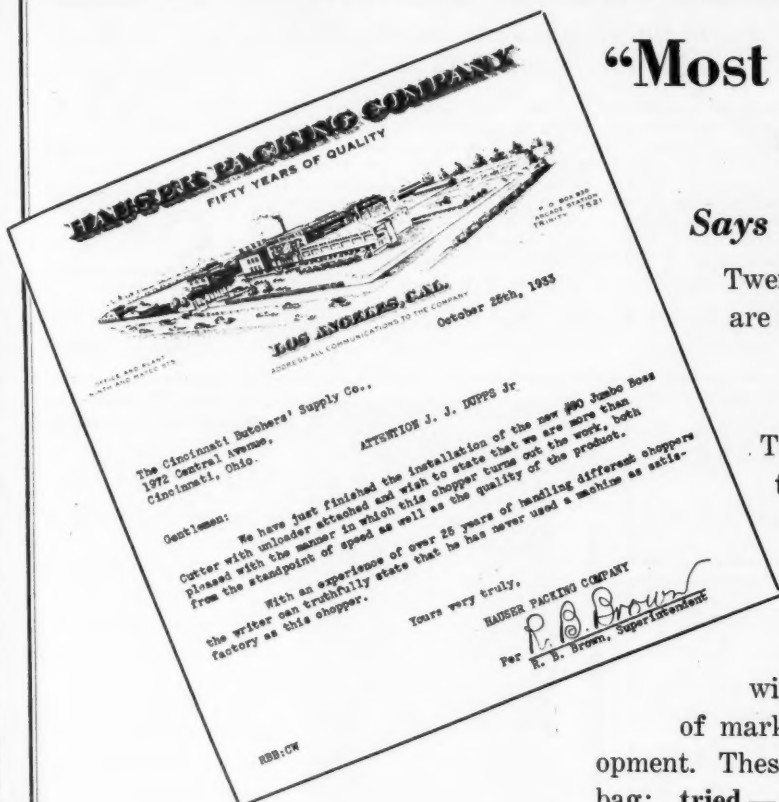


The Cincinnati Butchers' Supply Corporation

3907-11 S. Halsted St.,
Chicago, Illinois

Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Ave.,
Cincinnati, Ohio





Practice SOUND ECONOMY by using C. D. Angle-Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades

Many have asked us how we have been able to constantly increase our sales, in spite of current business conditions. The answer is simple—SOUND ECONOMY is no longer something men talk about. It is something that all the large packers and thousands of sausage manufacturers have learned through PRACTICE; namely, that it is SOUND ECONOMY to use the C. D. Angle Hole Reversible Grinder Plates and O. K. Knives with Changeable Blades. Do not delay. Send today for price list information.



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USE NEVERFAIL!

The Man Who Knows



The Man You Know
Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Rouladen Delicatessen, Wonder Pork Sausage Seasonings.

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

The Perfect Cure

For SUPERIOR quality, fine flavor and profit from cured meats use **NEVERFAIL**
The Perfect Cure

Uniform, reliable and highly dependable. Assures production of quality product. Write.

Join the LYONE Parade and make the Finest Sausage ever made with H. J. MAYER NEW DEAL LYONE SEASONING

H. J. MAYER & SONS CO.

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BEEF -- HAM -- SHEEP
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STOCKINETTE Fabrics and Bags

The Wynantskill Stockinette Line includes styles, grades and sizes for every product and every weight. The Wynantskill Service Department can recommend stockinettes that will exactly fill your needs, give superior service and *cost less to use!* This exclusive Wynantskill service is given FREE. Write!

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GET A

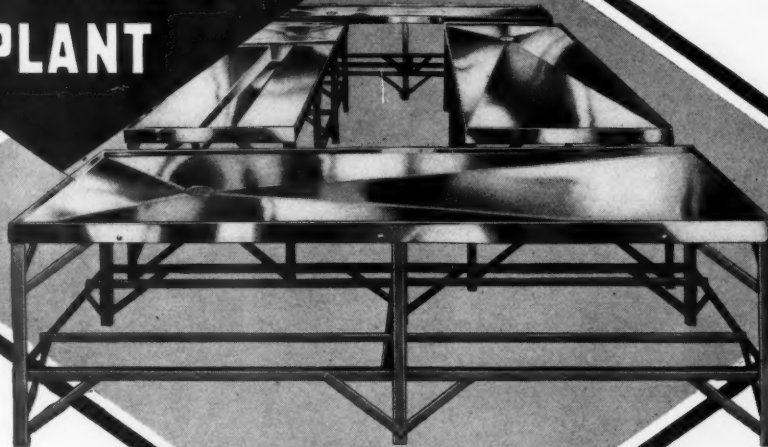
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ANALYSIS of
your grinding problem
AT NO COST!

Expert analysis of your grinding problem will show the way to greater economy and efficiency! The makers of BLUE STREAK Pulverizers will, *without cost or obligation*, analyze your grinding difficulties and make sound recommendations for improving the mixing qualities and appearance of your cracklings, meat scraps and tankage—and show you the way to *eliminate* scalping screens and extra handling. There is no charge for this service. Write for details today.

PRATER PULVERIZER CO., 1829 So. 55th Ave., Chicago, Ill.

**IN
THIS ARMOUR
PLANT**



The tops of these four tables used for cleaning intestines in the St. Paul, Minn. plant of Armour & Company, are made from long-life ENDURO. Fabricated by Farwell, Ozmun Kirk & Co., St. Paul, Minnesota.

TABLES ARE PROTECTED WITH *sanitary, permanent* **ENDURO**

Like Armour and other leading packers, you should use ENDURO, the sanitary, corrosion-resisting metal for your table tops. You will then end high maintenance and replacement costs. Your product will have the protection that only an insoluble metal like ENDURO affords. • This applies to all tables in your plant—stuffing tables, paunch tables, viscera tables—and other equipment, too. For ENDURO resists meat juices of all kinds, either raw or during processing. It remains stainless and

sanitary for the life of the equipment. It has received the approval of the U. S. Government for all those applications where corrosion is severe, and where sanitation is paramount. • For your tables, and all other plant equipment, you can profitably use ENDURO. There are many interesting facts available covering its use in meat-packing service. Republic will be glad to furnish this information. Write today.

CENTRAL ALLOY DIVISION . . . MASSILLON, OHIO
REPUBLIC STEEL CORPORATION
GENERAL OFFICES  **YOUNGSTOWN, OHIO**

ENDURO

**REPUBLIC'S PERFECTED
STAINLESS STEEL**

Alloyed under Chemical Foundation Patents Nos. 1316317 and 1317373. This is sold only through Republic Sales Offices and Authorized Distributors.

WHY BUY THE COW



IF ALL YOU NEED IS THE MILK?

You don't make such ridiculous purchases of course. There are times though when it's not so easy to discern the buying of superfluous things or *qualities*. In particular, smoked meat wrappers. Many packing house products require no moisture-proof protection: that is, they are greasy

or oily only. Obviously, to pay for moisture-proof qualities in meat wrappers when only grease resistance is needed is "buying the cow." By classifying *greaseproof* and *moistureproof* jobs, and using Rhineland Greaseproof Parchment on the former, a substantial saving is possible.

RHINELANDER *Greaseproof* **PARCHMENT**

RHINELANDER PAPER COMPANY • • • RHINELANDER, WISCONSIN

Rath's

**BLACK HAWK
BACON SQUARES**

THE RATH PACKING CO., WATERLOO, IOWA

U. S. INSPECTED AND PASSED BY DEPARTMENT OF AGRICULTURE EST NO 106

NET WEIGHT _____ LBS. _____ OZS.





INSPECTED AND PASSED BY DEPARTMENT OF AGRICULTURE EST NO 100

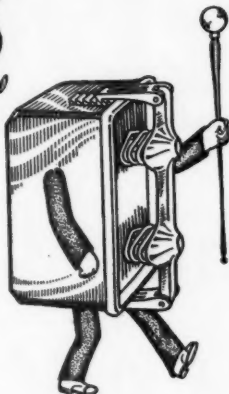
NET WEIGHT 10 LBS



LEADING THE PARADE BACK TO PROFITS



ADELMANN Ham Boilers are made of Cast Aluminum, Tinned Steel, Nirosa Metal and Monel Metal, in a complete range of sizes. Liberal trade-in schedules make it actually *profitable* to dispose of worn, obsolete equipment and equip with new ADELMANN Ham Boilers. Write for particulars today.



Build up sales volume and increase profits by equipping your ham boiling department with ADELMANN Ham Boilers! Modern, efficient and labor saving, they insure the production of quality products of perfect shape, texture and flavor—hams that insure the maintenance of constant, profitable volume.

Exclusive features incorporated in every ADELMANN Ham Boiler provide efficiency and economy. Elliptical yielding springs maintain a constant, even pressure on the entire cover and prevent tilting, yet permit ham to expand while cooking. The self-sealing principle permits ham to cook in its own juice, greatly improving quality and flavor. Shrinkage is reduced, labor costs are minimized, sales and volume are increased. Use ADELMANN Ham Boilers exclusively to guarantee profits! Write for details today.

"ADELMANN — The Kind Your Ham Makers Prefer"

HAM BOILER CORPORATION

Office and Factory, Port Chester, N. Y.

CHICAGO OFFICE: 332 S. MICHIGAN AVE.



European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London
 Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities
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Seven-fold
SECRET
of
SALT GOODNESS

SEVEN always was a lucky number, but in connection with Diamond Crystal Salt it doesn't mean mere luck. It means years of research to bring you a salt that has seven important features for your protection.

"Seven in salt" means the seven special features of Diamond Crystal Salt, brought to you by the exclusive Alberger Process, the hallmark of salt goodness.

Diamond Crystal Salt has the one big essential of all salt goodness—it is uniform in all the desirable qualities of salt. This guarantees you uniform, dependable results.

Made by the exclusive Alberger Process, Diamond Crystal Salt is flaked, and—

UNIFORM IN COLOR

UNIFORM IN PURITY

UNIFORM IN DRYNESS

UNIFORM IN SOLUBILITY

UNIFORM IN SCREEN ANALYSIS

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UNIFORM IN CHARACTER OF FLAKE

DIAMOND CRYSTAL SALT COMPANY, (INC.)
 250 Park Avenue, New York, N. Y.



DIAMOND CRYSTAL SALT

Name Any Dry Sausage Product—You will find that Circle E MAKES IT!



Highest Quality Always Uniform

Circle E products are built up to a standard, not down to a price. Yet the price is in line and the standard of quality is rigidly maintained. Send today for information regarding our profitable plan and such other information as you desire. We'll reply promptly.

Think what it means to carry a really complete Dry Sausage line. No matter what your dealer wants, you can deliver. Also, by stocking the dealer with a full line, he makes more sales and you get more business.

And think what it means to be able to buy the complete line from a single, long established house, noted for the quality and uniformity of its product. All records and dealings are simplified; while time devoted to buying is reduced to a minimum, responsibility is centered, and shipments are economical.

This is the day of simplified methods and reduced costs. Look into the Circle E plan.



Business-building products with a good profit-margin

Handle the Circle E line and you sell products that will repeat because of sheer goodness. You make a good profit, too. Circle E solicits no business from the retail trade. You have the field to yourself. Write today for full details.

Circle E Provision Company

UNION STOCK YARDS - CHICAGO, ILLINOIS

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 90. No. 2

JANUARY 13, 1934

Chicago and New York

Consumer Survey Reveals Huge Market For Sausage if Made and Sold Right

*This is the fourth in a series of discussions on
"SAUSAGE AS AN ALL-YEAR-ROUND PROFIT MAKER."*

NEARLY 70 per cent of the housewives of the country do not purchase sausage regularly.

Less than one-third of the people of the United States eat one sausage meal monthly.

The average family spends less than 7c per week for sausage in any form.

Eighty-three per cent of the housewives who purchase sausage regularly do not insist on particular brands.

Very few children are given sausage regularly, despite its palatability and high food value.

Education Is Needed

A very large percentage of housewives who do not buy sausage refrain from this food not because they and their families do not like it, but for one or another reason that has no basis in fact.

Were each family in the country to serve one sausage meat each week annual consumption of sausage would be increased to close to 2½ BILLION pounds.

If children of school age were given one sausage luncheon each week, consumption from this one source alone would total 383,223,416 lbs. yearly.

Were each male adult to enjoy one sausage luncheon weekly they would consume 388,411,768 lbs. annually.

These statements are based on surveys and official figures. They are substantially correct.

Better Merchandising Needed

Sausage consumption was 203 MILLION pounds less in 1932 than in 1927. It is time that packers and sausage manufacturers did something to revive and increase public interest in sausage as a wholesome food.

Sausage consumption can be increased with the proper merchandising effort. It is palatable and has high food value.

The potential market is huge, and proper educational work will dispel many of the wrong ideas regarding



CAN HE WIN HER BACK AGAIN?

the product that now are common.

With general business conditions improving, and consumer purchasing power increasing, conditions for successfully promoting

sausage consumption seem good.

Sausage consumption during the next few years will be just what packers and sausage manufacturers care to make it.

Why Not Sell More Sausage?

Sausage consumption started to decline in 1927, when we were at the peak of our prosperity. The consumption trend has been steadily downward ever since.

At the end of 1933 sausage was in a relatively worse consumptive position than any of the meat cuts and a great many of the directly and indirectly competing foods.

Prospects are that consumption of pork will be maintained at a relatively high point during the coming year. Beef consumption is on the upgrade.

On the other hand, there is nothing in the sausage situation to lend belief that consumption will be bettered during 1934, or even that the decline in consumption will be checked—*unless something is done.*

The next move is up to packers and sausage manufacturers. They must get busy on a good merchandising job, or see the volume of their potentially most profitable product decline further.

Starts in the Plant

Some will go along in the old way and continue to leave to retailers the job of selling the consumer.

There are many, however, who will decide to get their sausage merchandising house in order, and embark on the more constructive and progressive course.

GOOD MERCHANDISING STARTS IN THE PLANT.

Sausage is in direct competition with all other meats and some other non-meat foods, including beans, fish, cheese, etc.

The housewife buys and serves sausage because her family likes its distinctive flavor. When this is lacking, or when quality otherwise is not up to standard, it is no hardship for her to buy other meats or other foods instead, or to switch to other sausage brands.

Quality Is Vital

The sausage industry—at least some units of it—has experienced time and again the disastrous

effects of *product made to sell at a price.* Consumers simply will not buy it a second time.

Cheap sausage not only discourages consumption and encourages housewives to purchase other meats and foods, but it seldom produces enough return to enable the producer to keep in step with modern merchandising trends.

Sausage of poor quality drives away business, and makes it difficult or impossible for the packer and sausage manufacturer successfully to meet the increasing competition of other foods.

The first step in good merchandising, therefore, is to get quality right. Until this has been done any money spent on advertising and education is very sure to be wasted in large measure.

Facts in Market Survey

The next step is a market survey. All possible information on consumers, markets, retail outlets, conditions influencing sausage purchasing, competition of

other sausage brands and other foods, and many other facts should be sought.

Much of the information secured by such a survey may not be directly usable. But all of it will be helpful in getting an accurate picture of the sausage situation, and in formulating broad educational, promotional and advertising policies.

One packer recently made such a survey, during which intelligent young college women interviewed 4,763 housewives representing homes in which there are 11,137 adults and 6,996 children of school age.

The survey was made in all sections of a typical city, and the results are believed to be fairly representative of the attitude of housewives generally toward sausage.

All packers and sausage manufacturers—whether or not they are planning sausage advertising and merchandising campaigns—should be interested in the results of this survey.

Why They Don't Buy.

Of particular interest are the reasons given why those interviewed do not buy sausage. In these replies will be found a world of good ideas for sausage promotional advertising, car cards, bill boards and direct mail matter.

What Consumers Say About It

The young women making the surveys were instructed to ask 15 carefully-prepared questions of each housewife interviewed. These were:

1—Do you personally eat sausage regularly?

Sausage, it was explained to each housewife, includes pork sausage, liver sausage, frankfurters, blood sausage, salami, etc.

2—What kind of sausage do you prefer?

3—If you do not eat sausage regularly (at least once per month) what are the reasons?

4—How many grown-ups are there in your family? How many of them eat sausage regularly?

5—If some of them do not eat sausage regularly, what are the reasons?

6—Are there children of school age in the family? How many? Are they given sausage regularly?

7—If children are not given sausage regularly, what are the reasons?

8—Are children of school age given sausage for luncheons, or if they take lunches to school is sausage included?

9—Do you buy sausage on a price or a quality basis, or do you give consideration to both quality and price?

10—Do you buy whatever sausage the retailer offers you?

11—When buying sausage do you insist on certain brands?

12—Do you know who manufactures the sausage you buy?

13—How frequently do you buy sausage?

14—Do you serve sausage for breakfast? Luncheon? Dinner? Social functions?

Only 1,481 of the housewives interviewed said they served sausage regularly—that is, once a month or oftener.

This is only 31 per cent of the



"TASTE IT" PLAN CONVERTS SKEPTICAL HOUSEWIVES.

Many more housewives would purchase sausage if they did not know so many things that are not so. Educational work on the part of packers, sausage manufacturers and retailers seems to be needed to get the facts to consumers. The retailer can do much valuable educational work, because he is in close touch with the housewife and generally is acquainted with her.

The "taste it" plan, devised by the Visking Corporation to aid dealers, has been valuable as a means of convincing housewives of the fine flavor of the less known sausage products. Small pieces of a particular product, in each of which is a toothpick for convenience in handling, are placed on a platter on the counter with a sign inviting customers to help themselves. The name of the product appears on the sign. This "taste it" plan has been particularly successful in introducing new products.

total. The remainder, 3,383, or 69 per cent of the total, do not serve sausage regularly, although many of them admitted buying sausage in one form or another occasionally.

Can DOUBLE Volume

If these ratios hold true generally—and the sausage consumption figures published in the previous articles in this series (see THE NATIONAL PROVISIONER of Nov. 25 and Dec. 16, 1933) seem to verify them—then the potential market for sausage for packers and sausage manufacturers to shoot at is indicated.

Were it possible through better merchandising methods to convert the 69 per cent of casual sausage purchasers into regular purchasers then it would be possible to more than double the present consumption of sausage.

While these figures do not by any means indicate the ultimate sausage market, they are valuable in showing possibilities.

As mentioned previously, this survey included households in which there are 11,137 adults and 6,996 children of school age. Of the adults only 3,453 eat sausage regularly (once a month or oft-

ener), less than one-third.

Sausage consumption figures for the children are even less favorable. Only 279 out of the 6,996 were given sausage regularly once a month or oftener.

Consumers Need Sausage Facts

Why is not sausage consumed in greater quantities?

The survey helps to answer this question. It also reveals another important thing—the need for educational effort to set people right on sausage.

It shows that there are many misunderstandings regarding this palatable and highly nutritious food—misunderstandings that must be cleared up before the maximum of sausage consumption can be reached.

To the packer or sausage manufacturer familiar with the raw materials that go into his products, and understanding thoroughly all methods of preparation, some of the reasons given for not purchasing sausage will not be comprehensible.

But it must be remembered that few consumers ever have seen the inside of a sausage kitchen.

They know nothing of ingredients, methods of manufacture, and

the care taken to assure cleanliness at every stage of the process.

If many people have wrong ideas regarding sausage, the fault is that of sausage producers who have not taken the trouble to give them the facts.

Why People Don't Eat Sausage

The more important reasons why people do not eat sausage—as determined by the survey—are listed as follows:

- 1—It is too rich.
- 2—It causes stomach distress.
- 3—Do not like it.
- 4—Skins not palatable or digestible.
- 5—One never knows what he is eating.
- 6—Do not like the idea of eating the outsides.
- 7—Dislike horse meat.
- 8—Neighborhood dealers do not keep sausage fresh.
- 9—Cannot depend on getting good sausage.
- 10—Sausage reminds one of flies and human perspiration.
- 11—Retailers not always honest in quality of sausage they recommend.
- 12—Like hash, one never knows what is in it.
- 13—Too greasy.
- 14—Afraid of it.

Many other reasons for not eating sausage were given, but these occurred most frequently.

Ignorance of the Consumer

The reason most often given for the small consumption of sausage by children was that "it is not good for them."

Another reason was that the child's stomach is too delicate to digest sausage, particularly the outside.

Many housewives said they guard their children's diet carefully, and sausage was not included because it never had been recommended as a food for children.

Quite a large percentage of mothers apparently do not appreciate the high food value of sausage, as the reason they gave for not permitting their children to have sausage was that growing children need more substantial food!

Packers and sausage manufacturers who have felt it necessary to enter into price competition will find much food for thought in the answers to question nine—"cannot depend on getting good sausage."

Of the 4,763 housewives inter-

viewed, 3,498 claimed to buy sausage on a quality basis, while 634 gave price first consideration. A total of 518 said they considered both quality and price when making sausage purchases.

Are Not Brand Conscious

Lack of effort on the part of packers and sausage manufacturers to build consumer demand for their branded and trademarked sausage products is reflected in the answers to questions 10 and 11.

Eighty-two per cent of the housewives, or 3,972, admitted they bought whatever brands were offered to them by retailers.

Many sought to defend this lack of caution by saying that it is impossible in most instances to buy sausage by brands. Those who said they insisted on particular brands referred in most instances to pork sausage.

When Sausage Is Used

A great many sausage users interviewed serve sausage for breakfast and some serve it at luncheons.

Only 71 give school children sausage luncheons, and in few cases was this done regularly.

A few serve sausage at dinner, but more often for supper.

Sausage is quite popular at social affairs, 1,762 women reporting they serve it in one form or another on these occasions.

Frankfurters are the favorite sausage—surpassing even pork sausage—with pork sausage second and liver sausage third in public favor, according to the survey. Salami and bologna stand fourth and fifth in popularity.

Attitude of consumers toward sausage—as reflected in answers to questions asked in this survey—show evident need for intensive work to build good will for products by educating housewives on sausage—what materials are used in sausage manufacture, how sausage is made, its value as a food, conditions of cleanliness and sanitation under which it is manufactured, facts on digestibility, etc.

Until this is done it seems unreasonable to expect that sausage consumption can be raised to a par with that of other meats and other important foods.

Largely a Local Problem.

As was pointed out in a previous article in this series, the problem of increasing sausage consumption is largely a local one, due to the fact that

many sausage brands have only limited distribution. The matter of educating the consumers of a certain territory in sausage values might profitably be a cooperative one, participated in by packers and sausage manufacturers of the community. But the task of creating consumer demand must be the task of each manufacturer.

The potential market for sausage is unlimited. As was said previously, if each housewife would serve one sausage meal weekly the sausage industry would rank 28th among the manufacturing industries of the country in the value of its products, instead of 112th. And it would stand sixth in the list of food manufacturing industries, instead of at the bottom.

There appear to be no reasons why children over five or six years of age cannot be given sausage regularly, provided they get good sausage to eat.

Some Figures on the Market.

There are 38,387,032 children of grade and high school age in the country. Were the parents of these children educated to serve these with only one sausage luncheon each week, consumption of sausage would be increased 399,225,132 lbs. annually.

Were each male adult educated to enjoy one sausage luncheon each week, consumption of sausage would be increased 388,223,416 lbs.

These figures appear fantastic in the light of what has been happening in the sausage industry, and in a measure they are.

No one would believe that every housewife in the country could be educated to serve one sausage meal weekly, every mother educated to serve her children with one sausage luncheon weekly, or every male adult educated

to eat one sausage luncheon weekly. But figures such as these have some value as showing the possibilities for business building.

Many packers and sausage manufacturers have a belief that steady sausage demand can be expected only from certain classes of the foreign born. Such a theory will not stand up under intelligent reasoning.

If certain foreign-born people have been the best sausage customers it is not because care has been taken to furnish them the types of sausage they like? Perhaps varieties can be developed that better suit the American palate. There is no law against any packer and sausage manufacturer producing new processed meats to round out his line, so that he has a product to suit every taste.

Possibilities in New Products.

Liver and bacon sausage is an illustration of the case in point. This is a comparatively new product, yet it has achieved wide popularity. Consumers have purchased it and the volume of its manufacture is growing.

The practice of adding vitamin A to sausage products has been another sales stimulator. It has been particularly valuable as a means of capturing the market among children and of bringing sausage to the favorable attention of many housewives.

New meat loaves offer further possibilities. Nor should new types of packages for old products, and containers with greater sales appeal, be overlooked. The ability to arouse consumer interest—whether through containers, new products or advertising of one kind or another—always will remain an important element in sales work.

This is the fourth of a series of articles on "Sausage as a Year Round Profit Maker." The first, in *THE NATIONAL PROVISIONER* of October 7, 1933, told of the need for year-around sausage merchandising. The second, November 25, showed how sausage business has been lost to other meats and cheese. The third, December 18, told how sausage has been placed at a merchandising disadvantage by the better merchandising of other foods. The fifth in this series will appear in an early issue.

Doubles Sausage Volume in Year

Sausage volume and profits can be increased in the face of cut-price competition.

Quality and good merchandising will do the job.

Here is the proof from an Eastern packer in cut-price territory: Editor *THE NATIONAL PROVISIONER*:

We heartily approve your campaign for "SAUSAGE AS AN ALL-YEAR-ROUND PROFIT-MAKER."

Three years ago we had to stop making sausage because we were selling cheap stuff and couldn't make any money.

Now we are back on an entirely different basis, with quality product, smart merchandising and a PRICE LIST THAT SHOWS US A PROFIT.

We have doubled our volume in the past year, and we hope to increase it this year.

Success to your efforts in behalf of quality sausage and sound merchandising.

EDITOR'S NOTE.—Statements of this packer are verified by figures submitted to *THE NATIONAL PROVISIONER*.

AAA Program Needs Cooperation if It Is to Succeed

Criticism of the meat packing industry in connection with the government's agricultural recovery program should be withheld until the program has had a fair trial.

To succeed, a marketing agreement for the industry should recognize the facts as they exist in the livestock and meat business.

Making these points in an address before the American National Livestock Association this week, Thomas E. Wilson insisted that there was a "will to cooperate" on the part of producers, packers and distributors in making the recovery program a success.

Need for candid and open discussion of common problems was emphasized, and necessity for full cooperation of all branches of the industry, if any one unit is to enjoy lasting prosperity.

"We must know and understand each other's problems and be willing to work together toward their solution," he said in his speech at Albuquerque, N. M., on January 11.

Packers Are Partners

"We in the packing industry are simply one of the partners in the livestock and meat industry. We know that the firm cannot succeed unless all partners—including the producer—are prosperous, happy and contented."

These facts have long been recognized by thoughtful persons who have given consideration to the problem.

He quoted from an address of Hon. Henry A. Wallace, Secretary of Agriculture in 1923, and father of the present Secretary, when he said that the livestock and meat industry is one great industry, the success of which depends upon the efficient functioning of several different groups—first, the producer of live stock, then the transportation agencies, the packers, wholesale and retail meat dealers, and finally the consumer.

How Cooperation Is Prevented.

"If any of these groups fail to function efficiently," said Mr. Wallace, "the entire industry is hurt. There is therefore a mutual interest and interdependence which should make for full cooperation and harmonious understanding. Suspicion, greed, unfair practices, or any act on the part of these agencies or groups that will put any other to a disadvantage, is an offense against all."

It had long been his ambition, said Mr. Wilson, to bring these truths home to those engaged in every department of the livestock and meat industry. He felt that much has been accomplished, but the cooperation necessary before the industry as a whole can be placed on a permanently satisfactory basis is still lacking, due in large measure to the absence of a practicable plan, and by prohibitions of law.

He reviewed restrictions of the anti-trust laws (so far as the packers are concerned) which have resulted in the

How to Solve Surplus Problem

Stimulation of meat consumption, not radical curtailment of livestock production.

That is the solution for the surplus problem advocated by president Charles E. Collins of the American National Livestock Association in his address at the annual meeting.

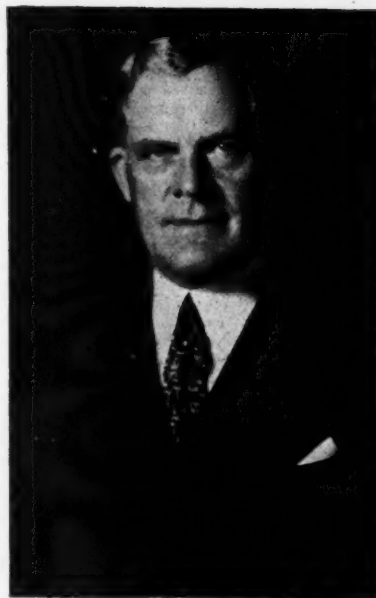
Dumping of surplus hogs on the market under the AAA, he estimated, has reduced per capita beef consumption about ten pounds.

"Once the hog producer has adjusted his production to the potential demand, and the dairyman has done likewise, so that we can again assume a normal position in trade, the major portion of our problems will have disappeared."

The cattlemen, he said, has not benefited from the new deal and things have gone from bad to worse in the industry. However, he foresaw considerable aid through government purchase of cows to feed unemployed.

He made a vigorous plea for protection of American cattlemen from competition with foreign imports of meats, fats, oils and hides.

Modification of the packers' consent decree to permit packers to engage in retail business also was advocated. Development of conditions in the meat



HOPES TO BE REALIZED.

Known throughout the livestock and meat industry as the "Apostle of Cooperation," Thomas E. Wilson stated his case once again before the convention of the American National Livestock Association at Albuquerque, N. M., on January 11.

industry whereby quality and service have become less and less important and the price element paramount. This he felt was harmful to all, particularly the producer.

"The packing industry is engaged in the most highly competitive business of modern times. The rivalry between 1,200 or more packing companies is active and keen, and the products of the industry must also compete with many other foods before arriving at the consumer's table.

What Widens the Spread.

"Since any form of cooperation that would tend to lessen this keen competition has been prohibited by law, the result has been a constant widening of the spread between the producer and consumer."

Mr. Wilson said that the packing industry had long realized that prohibition of the right kind of cooperation must be removed before the industry could have lasting success.

"Many months of constant application and study has convinced the packing industry that the removal of some of the restrictions of the anti-trust laws is an essential part of any plan intended to better the lot of the live stock producer."

That this realization was concurred in by governmental agencies and Congress was proved by passage of the Agricultural Adjustment Act, which

authorized the Secretary to enter into marketing agreements, but did not commit him to any specific program to bring about improvement in agricultural commodity prices. "We were assured that the attainment of this objective was the important thing, and that any program that had the approval of the producers would be acceptable to the Agricultural Adjustment Administration," Mr. Wilson said.

Attitude of the Packers.

He reviewed the work of the industry in developing what it believed to be a constructive program acceptable to the producers, and which would better livestock prices. At the same time the industry pointed out its belief that some of the plans, policies and programs proposed by others would very likely decrease the farmer's return.

While the industry's recommendations were not adopted, the industry avoided stating its position after a plan was adopted for fear that such action might be construed as opposition to the administration program and interfere with its success.

It was therefore a great surprise to the industry when there was widespread circulation of the claim that it has not cooperated with the administration in its attempt to better livestock prices; that the packers' conduct has caused or contributed to the present low prices of livestock; and that it has wrongfully deducted the processing tax on hogs from the prices paid the farmer.

Unjust Accusations.

"There is no foundation in fact for these unjust accusations," Mr. Wilson said. "On the contrary the industry has cooperated to the fullest extent."

The claim that conduct of the packers has in any way contributed to the present low prices of livestock is especially unjust, he said. Many factors over which the packers have no control fixed and determined the price of livestock. The purchasing power of the consumer; supply of livestock available for market; amount of livestock marketed; amount of meat supplies in packers' stocks; the export market for meats; the price of competing foods—all these play an important part in fixing the price of livestock. During the year 1933 all these factors were against high livestock prices.

Mr. Wilson pointed out that last year—even at the ridiculously low price at which meat moved—per capita consumption was 7.4 lbs. less than it was in 1923.

"Had people continued to consume meat on the same basis as in 1923, a billion more pounds of meat would have been consumed annually and livestock prices would have been much higher." It is evident, he said, that we have been passing through a period of great underconsumption of meat. In addition exports in 1933 were 62 per cent less than in 1923.

"It was inevitable that the price of livestock should be low, and if there was any plan that artificially further depressed livestock prices, it was not of the packing industry's choosing."

Effect of Processing Tax.

Mr. Wilson traced the effect of the processing tax on the finished products

of the various basic agricultural commodities.

He showed while the effect was small on other products, on meat a tax of \$1.00 per cwt. live weight of hog resulted in an increase of as much as 18 per cent in the price of some pork cuts, and a tax of \$1.50 increased prices 27 per cent on some cuts.

Because the packer must sell meat, and sell it promptly due to its perishability, and because the consumer is never in the position of "having to buy," meats must be priced so that the entire supply which goes to market will be sold and consumed.

What Increases the Spread.

Anything that increases the packer's price adds to the spread between the price the producer receives and the price the consumer pays, as the packer cannot shift higher expense to the consumer by asking higher prices for his meats.

"The prices he can obtain are predetermined for him by previous consumer demands. He is always trying to get maximum prices for his supply. Unable to pass along an increase in cost to consumers, he is forced to take these costs into consideration when making bids for livestock, and livestock prices decline to that extent."

While the industry experienced a profitable year in 1933—the first in some years—approximately 211 federally inspected packers slaughtering 78,171,000 head of livestock will show a profit per head of only 37c. Obviously it would be impossible to pay a processing tax of even 50c per cwt. out of such a return.

"In all fairness," Mr. Wilson said, "I submit that all our people should withhold judgment until the government's program has had a fair trial. At this time any criticism of the packing industry for conditions that naturally result from the government's plan is unfair and unjust."

The packing industry appreciates that present prices of livestock are wholly inadequate, and that unless prices are speedily improved its source of supply of livestock may be completely demoralized.

Test for Marketing Agreement.

"Many months of study have convinced the industry that the removal of the restrictions of law which prevent full cooperation by a marketing agreement is an essential part of any plan intended to better the lot of livestock producers, thereby making possible more orderly marketing of livestock and packing house products; the elimination of waste in the form of excessive distribution costs and the like—and most important of all, an elimination of price as a paramount feature of competition, thus permitting livestock and meat to be sold on a seller's market in place of a buyer's market.

"A marketing agreement to succeed must have the whole-hearted approval and cooperation of the producer, the packer, the retailer, the consumer and the Department of Agriculture. Each group must have faith and confidence in the other, and if suspicion and distrust exist no such agreement can succeed.

"It must also be recognized that unless the agreement inures to the benefit

of all groups it is sure to fail, because in the long haul, unless the entire livestock and meat industry is successful, no one division can be.

"A marketing agreement to succeed must recognize the facts as they exist in the livestock and meat business. Present production, processing and marketing conditions must be taken into account. And while they may appear to be separate and distinct problems, they are closely interrelated, and any agreement that does not recognize these facts is sure to fail.

What Agreement Must Provide.

"The agreement must provide for full cooperation in the livestock and meat industry: between the producers and packers, where both interests are directly involved; between the packers on matters concerning them only; and between the packers and those engaged in wholesale and retail distribution on common problems. In all such cooperative action the Secretary of Agriculture, or his nominee, as the representative of the public, should participate and should sit in at all meetings with full power to veto any proposed action not in the public interest.

"The agreement must cover all the functions of the packers—livestock buying policies, processing policies (including if necessary the right to quota the livestock to be slaughtered among the various packers), and merchandising policies. The omission of any one function will immediately cause the agreement to fail.

"Because of the nature of the livestock and meat packing industry, the agreement must also permit of great flexibility of action and delegate to small committees of the industry full power to act for it, so that all plans, policies and programs can be speedily made, altered or cancelled as conditions demand.

(Continued on page 26.)

WESTERN LIVESTOCK SHOW.

Education and entertainment featured the National Western Stock Show, which opened at Denver, Colo., on January 13 and will continue up to and including January 20. Record exhibits of fat stock are on hand, together with large representations of breeding animals.

This show is unique in the large number of feeder cattle shown, the exhibit this year including 110 carloads. A record is being made in the swine division, where 63 carlots are on exhibit, as against only 14 loads last year. The sheep show is large.

Featuring this twenty-eighth annual event in the heart of the range country is the annual stock show edition of "The Denver Daily Record Stockman," with its wealth of illustration and record of experience in the progress of the western livestock industry. This is presented as an "annual review of the livestock industry of the West centering in Denver," and as an inspiration to attendance during the week. The 80-page magazine edition contains numerous illustrations of many phases of quality cattle, sheep and hog production and reflects much of the romance of the industry as found on the range.

Morrell Shows 1 1/2 Million Profit

Net profit of John Morrell & Co., Inc., for the fiscal year ended October 28, 1933, totaled \$1,409,095.22. Even including a loss of \$117,499.38 on operations of English subsidiaries this compares with a net profit of \$420,101 in the preceding year.

Sales of the American companies for the year totaled \$46,033,472.55, which resulted in an operating profit of \$2,406,082.79.

During the year increase in the exchange value of the pound sterling resulted in an increase in the value of the net current assets of the English subsidiaries expressed in American currency at October 28 of \$360,374.37. This increase was not included in the net profit of the company, but was added to the reserve account.

Similar gains will be credited to this account in future and losses will be charged to it. In the fiscal year 1932 these losses were deducted from earnings, but it was felt that such deductions resulted in a distortion of earnings by a factor not related to operations.

Favor Aid to Producer.

The company has only common stock, and neither the company nor any of its subsidiaries have any funded debt or preferred stock outstanding. No notes were payable on the statement date.

In his statement to stockholders under date of January 4, 1934, president T. Henry Foster said that "we are in sympathy with the effort of the administration to bring about an increase in the income of the livestock producer and are cooperating wholeheartedly to that end."

Income Statement.

Following is the consolidated statement of income:

Net sales (American companies only) ..	\$46,033,472.55
Operating profit* ..	\$2,406,082.79
Miscellaneous income ..	171,801.61
	<u>\$ 2,577,884.40</u>
Deduct:	
Provision for depreciation	503,136.45
Federal capital stock tax and local taxes ..	226,049.86
Interest charges ..	33,578.49
	<u>762,764.80</u>
Net profit (American companies) before providing for federal income tax ..	\$ 1,815,119.60
Provision for federal income tax	288,525.00
	<u>1,526,594.60</u>
Net profit (American companies) only ..	\$ 1,526,594.60
Deduct—loss on operations of English subsidiaries	117,499.38
	<u>\$ 1,409,095.22</u>
Net profit all companies (equivalent to \$3.60 per share outstanding)	

*Includes all American companies (including Morrell Car Line) after deducting all expenses including repairs and maintenance of properties and reserve provided against inventories, but before providing for depreciation, interest charges and federal income and local taxes.

Consolidated balance sheet of the company and its subsidiaries as of October 28, 1933, is as follows:

Consolidated Balance Sheet.

ASSETS.		
Current Assets:		
Cash in banks and on hand	\$ 1,923,007.61	
Marketable securities, plus accrued interest—		
U. S. Treasury Bonds and Notes (quoted value \$608,460.31)	605,054.94	
British Government Treasury Bonds—Quoted value \$290,217.39 equivalent to	454,026.20	
Accounts receivable—Customers' accounts	2,659,322.25	
Advances to Continental suppliers, etc.	70,956.01	
Sundry debtors ..	97,595.37	
Amounts due from stockholders and employees	8,641.26	
Together	\$ 2,836,514.89	
Less—Reserve for doubtful accounts	129,757.88	
	<u>\$ 2,706,757.01</u>	
Claims (net)	17,261.70	
Inventories, less reserve—		
Product, including consignments, at market prices less distributing and selling expenses ..	\$4,262,093.01	
Raw materials, live stock, stock and supplies at cost or market prices, whichever were lower ..	1,164,754.40	
	<u>\$ 5,427,447.41</u>	
Total Current Assets		\$11,185,354.87
Investments and Advances:		
Cash surrender value of life insurance policies ..	268,406.54	
Other	104,827.61	373,234.15
Capital Assets, at depreciated book values:		
Land, buildings and fixed equipment ..	\$ 9,031,946.77	
Refrigerator and tank cars	546,625.98	
Tools, delivery equipment, furniture, etc.	650,345.60	
Construction in progress	47,211.47	10,276,129.82
Deferred Charges:		145,210.51
		<u>\$21,929,929.35</u>

The National Provisioner

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PAUL I. ALDRICH
President and Editor

E. O. H. CILLIS
Vice President and Treasurer

FRANK N. DAVIS
Vice Pres. and Advertising Manager

Eastern Offices, 300 Madison ave., New York.

Pacific Coast Offices, 1031 So. Broadway, Los Angeles, Calif. Norman C. Nourse, Representative.

LIABILITIES.

Current Liabilities:		
Accounts payable ..	\$ 601,773.63	
Sundry deposit and loan accounts ..	737,550.33	
Accrued federal capital stock tax, property taxes, wages, etc.	219,772.20	
Insurance reserves ..	68,414.66	
Provision for federal floor tax on pork products ..	227,236.40	
Reserve for income taxes	302,249.63	
Total Current Liabilities ..		\$ 2,156,996.85
Reserves:		
For foreign exchange fluctuations	\$ 360,374.37	
General	294,500.00	654,874.37
Capital Stock:		
Authorized and issued—400,000 shares of common stock of no par value	\$15,639,204.33	
Less—In treasury 9,040 shares ..	336,074.15	15,303,130.18
Initial Surplus		1,858,017.90
Earned Surplus:		
Balance, October 29, 1932	\$ 1,323,174.83	
Add—Net profit for year ending October 28, 1933 ..	1,409,095.22	
	<u>\$ 2,732,270.05</u>	
Deduct—Dividends paid	775,360.00	1,956,910.05
Contingent Liability:		
Foreign drafts discounted	67,594.63	
		<u>\$21,929,929.35</u>

Officers of the company are T. Henry Foster, president and general manager; W. H. T. Foster and G. M. Foster, vice-presidents; J. M. Foster, secretary; J. C. Stentz, treasurer; George A. Morrell, assistant treasurer, and J. W. Mock, assistant secretary. Directors are T. Henry Foster, W. H. T. Foster, G. M. Foster, J. M. Foster, Henry Getz, A. Claude Morrell, George W. Martin, J. C. Stentz and David B. Stern.

CUDAHY REELECTS OFFICERS.

Retiring directors of the Cudahy Packing Co. were re-elected at a meeting of the stockholders held January 10, as follows: E. A. Cudahy, E. A. Cudahy, jr., F. E. Wilhelm, William Diesing, George Marples, A. W. Ruf and C. G. Marhoff. Thereafter, at a meeting of the directors, all the old officers were re-elected as follows: E. A. Cudahy, chairman of the board; E. A. Cudahy, jr., president; F. E. Wilhelm, first vice-president; William Diesing, C. G. Marhoff, F. W. Hoffman and D. J. Donohue, vice-presidents; A. W. Anderson, secretary, and John E. Wagner, treasurer.

To its chain of major packing plants at Omaha, Sioux City, Kansas City, Los Angeles, etc., the Cudahy Packing Company has now added a plant at Denver, Colo. The plant of the Blayney-Murphy Company, one of the largest and most modern in the industry, has been taken over by Cudahy and will be operated under its own name. Joseph P. Murphy, former operating head, will continue as general manager.

WATCH YOUR GREASE TANK.

Does your grease tank get items from your offal floor that should go to the lard tank? Give your foreman a copy of "PORK PACKING," The National Provisioner's latest book.

Practical Points for the Trade

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Freezing Sausage Meats

A packer who finds a surplus of beef cattle in his territory which are especially adaptable for manufacturing uses asks if it would be practicable to freeze beef and later use it in sausage manufacture. He says:

Editor The National Provisioner:

There are plenty of good grade cows in our territory that farmers and dairymen would like to get rid of in the process of reducing their herds. Will you tell us if it is possible to freeze such beef and use it later in making sausage and other manufactured meats? We would like to know how it should be handled if this is feasible.

The freezing of meat for later use in sausage manufacture is done quite extensively, especially when beef or pork is plentiful.

This inquirer asks specifically regarding the handling of beef. The beef should be boned out and cut in pieces not over one-half to one pound in size. It should be handled strictly fresh, going right from the cutting table into the freezer, which should be held at a temperature of zero to 10 below.

The great mistake commonly made in freezing meats for later use in sausage manufacture is that the meat is allowed to stay in the cooler, or to lie around in the cutting room for some time before it goes into the freezer. Too often meat is frozen only when there seems nothing else to do with it. Such meat will not come out of the freezer as good as it went in.

To Freeze Beef for Sausage Use.

When beef is to be frozen for sausage it should be handled in the following manner:

Freeze in thin blocks, say 18 to 20 in. wide and 25 to 30 in. long, but not more than 3 or 4 in. thickness. It is best to freeze in shallow boxes made of good substantial lumber so they can be used time and again. The wood should be well surfaced and oiled so it will not absorb any meat juice.

The meat is then placed in the boxes and packed down, and should go into the freezer strictly fresh.

When frozen through, the box should be turned over and shaken so the frozen cake of meat will drop out. These blocks of meat can then be piled up in the freezer until needed.

When Taken Out of Freezer.

Do not thaw the frozen beef before using it in sausage. If it is thawed the chances are it will give poor results. Where any quantity of frozen meat is used there should be a meat

shaver, such as can be bought from any butchers' supply house.

After shaving, either by hand or by machine, the meat is put through the grinder with fresh meat and then into the silent cutter with the salt, sugar and saltpeter. It can then be stuffed or put on shelves in the cooler overnight to cure.

The mixture of frozen and fresh meat can be on a 50-50 basis. If used with hot bull meat an even larger quantity of the frozen meat can be used with good results.

The sliced frozen meat keeps the mixture cold, and little or no ice need be added, especially if the product is to be cured overnight. It may be that the next day when it is used some ice may be needed.

The chief thing to be borne in mind in preparing meat for freezing and later use in sausage is that it must be handled strictly fresh, frozen in thin slabs, and not thawed out before using.

This method of handling applies to either beef or pork.

Heating Smokehouses

A packer who wishes to equip his smokehouse with coils for heating purposes says:

Editor The National Provisioner:

At the present time we have our smokehouse fitted up with gas to heat and smoke our products. Our gas rates are exceedingly high and we have decided to change from gas to steam (of which we have plenty) to heat the house and then use sawdust and wood for smoke.

Kindly give us such information as will direct us in properly installing the steam. In the first place, do you approve of the change we have in mind? Or in your experience, have you anything better to offer?

We like the gas installation we have because of the control, but our gas rates are so high that it is prohibitive. Is there an automatic control to this steam outfit? If so, what is it, and where can it be bought? How many feet of 1½" or 2" pipes must be installed to produce the maximum required temperatures for sausage compartment?

Where would you place the steam pipe for the greatest efficiency?

From the information given by this inquirer it is assumed that he has been heating his smokehouse with gas alone. This of course would be very expensive. Present practice uses gas only for smoldering sawdust, and steam coils for providing the necessary heat.

Such an arrangement possesses several advantages—principal among them are a very close control of smoking temperatures and smoke density. If the coils are equipped with an automatic temperature regulator it is possible to hold the smokehouse to within a degree or two of any temperature desired.

Steam coils may be installed under the floor grating or around the walls. The latter location usually is preferred. Either 1½ or 2 inch pipe should be installed, preferably the latter size.

A desirable arrangement sometimes overlooked when installing steam coils in smokehouses is provision for draining the coils. This can be done conveniently by providing a tank with a capacity somewhat in excess of the capacity of the coils into which condensation can be emptied after the smokehouse is unloaded. Steam traps should also be installed to keep the coils clean.

To advise on the number of feet of 2-in. pipe to install in the smokehouse it is necessary to know whether heating will be done with exhaust or live steam, the steam pressure, the capacity of the smokehouse in cubic feet and the maximum temperature it is desired to maintain. If the inquirer will furnish this information further suggestions will be made.

Do you use this page to get your questions answered?

Figuring Smoked Meat Costs

What does it cost to smoke meats?

How do you arrive at such a cost?

Have you an accurate method of figuring your cost, all the way from the loose cured meats to the finished product — wrapped, packed and ready to ship?

Do you figure in everything, including shrinkage, labor, operating costs, overhead, supplies, etc.?

In arriving at smoked cost from cured do you divide price by yield, or multiply by shrink?

There is a right and wrong way, and the latter will cost you money.

THE NATIONAL PROVISIONER has made a reprint of its information on "Figuring Smoked Meat Costs." It may be had by subscribers by filling out and sending in the following coupon, accompanied by a 10c stamp.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Figuring Smoked Meat Costs."

Name

Street

City

Enclosed find a 10c stamp.

MEAT PRODUCT DEFINITIONS.

What does the term "meat food products" include? A distributor of certain types of foods raises this question. He says:

Editor THE NATIONAL PROVISIONER:

Just what does the term "meat food products" cover? Is its use confined to sausage, or are there other products included in this term?

In replying to this inquiry the definitions and standards for food products used as a guide by the U. S. Department of Agriculture are given. These are as follows:

MEAT FOOD PRODUCTS are any articles of food or any articles that enter into the composition of food which are not prepared meats, but which are derived or prepared, in whole or in part, by a process of manufacture from any portion of the carcass of cattle, swine, sheep or goats, if such manufactured portion be all or a considerable and definite portion of the article except such preparations as are for medicinal purposes only.

MEAT LOAF is the product consisting of a mixture of comminuted meat with spice and/or with cereals, with or without milk and/or eggs, pressed into the form of a loaf and cooked.

PORK SAUSAGE is chopped or ground fresh pork, with or without one or more of the following: herbs, spice, common salt, sugar, dextrose, a syrup, water.

BRAWN is the product made from chopped or ground and cooked edible parts of swine, chiefly from the head, feet and/or legs, with or without the chopped or ground tongue.

HEADCHEESE, mock brawn, differs from brawn in that other meat and/or meat by-products are substituted, in whole or in part for corresponding parts derived from swine.

SOUSE is the product consisting of meat and/or meat by-products; after cooking, the mixture is commonly packed into containers and covered with vinegar.

SCRAPPLE is the product consisting of meat and/or meat by-products mixed with meal or the flour of grain, and cooked with seasoning materials, after which it is poured into a mold.

SAUSAGE MUST BE MADE RIGHT.

Editor THE NATIONAL PROVISIONER:

In your December 14 issue I read your second article on the decline in sausage consumption.

In my opinion the trouble is that too many people are making sausage who do not know the business or fundamentals connected with sausage making.

These workers are turning out sausage of every kind of such quality that the people of the country are turning against using sausage of any kind. They go to market and buy some kind of sausage, and after taking it home are disappointed, and buy no more until they forget the unpleasantness connected with the last purchase.

The writer was a sausagemaker over a period of thirty years and considers much of the product of today as a whole very poor. I heartily approve your efforts to educate the sausage trade to quality and sound merchandising.

Yours truly,

R. J. ADAMS.

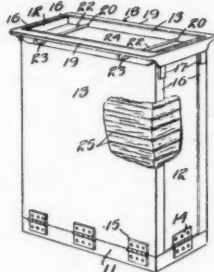
Los Angeles, Calif., Jan. 6.

Recent Patents

New devices relating to the meat and allied industries on which patents have been granted by the U. S. Patent Office will be described in this column.

Collapsible Freezer Box for Meats.

William Wetta, sr., Cincinnati, O., assignor to The Kroger Grocery & Baking Co., Cincinnati, O. This collapsible container comprises a bottom elevated on flanges, side and end members hinged to said flanges and perforations in said side members. The side members are provided with in-



turned edges adapted to engage the vertical edges of said end members to hold them in assembled position. There are perforations in said flanges and lugs on said returned edges for holding said frame in place. There is a pressure board adapted to be placed in said container and means extending through the perforations in said side members and flanges to hold said board in place

Steam and Power Savings

If you could get your power for nothing, Mr. Packer, would you be interested?

Others are doing it.

Surveys of packers' heat and power conditions made by a number of engineers in a variety of packing plants show tremendous possibilities of savings.

Results of these studies are covered in a series of articles now appearing in THE NATIONAL PROVISIONER.

When completed a limited edition of this series will be reprinted in pamphlet form. If you want the facts and figures it contains, fill out and return at once the following coupon:

The National Provisioner
407 So. Dearborn st.,
Chicago.

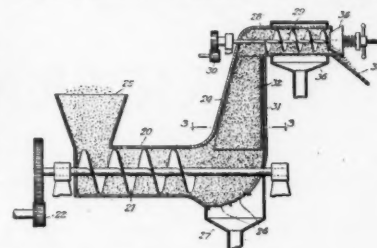
Please reserve for me.....
copies of "PAYING DIVIDENDS
THROUGH THE POWER HOUSE",
when issued, and mail to the following address:

Name.....
Company.....
Street.....
City.....

when the container is packed under pressure. Granted November 28, 1933. No. 1,936,814.

Rendering.

Halvor Orin Halvorsen, Ramsey County, and Edward M. Schmitz and Robert C. Murray, Austin, Minn., assignors to Geo. A. Hormel & Company, Austin, Minn. A process for rendering



fat from fat-containing tissue, which comprises treating the fat-containing tissues to increase its electrical conductivity and then applying electrodes to a mass of the treated tissue and passing through the mass an electric current in density sufficient to generate in the tissue subjected thereto, heat of a temperature adequate to render fat out of said tissue, and permitting the rendered fat to drain away from the tissue during the heating thereof. Granted October 10, 1933. No. 1,930,169.

Preparation of Sausage Casings for Stuffing.

Fritz Friedler, Vienna, Austria. This method of preparing sausage casings for stuffing consists in tearing a hole in the wall of a casing near one end thereof, shirring the casing through its other end on a mandrel and passing the mandrel through said hole of the casing wall, the end portion of the casing hanging thus down from the mandrel. Taking another casing and tearing a hole in the wall near each end thereof, shirring the casing through said holes on the mandrel, the end portions of the casings hanging thus down from the mandrel. Additional casings desired to be prepared for stuffing are handled



similarly, successively shirring them on the mandrel in the manner described, the last casing to be shirred being provided with a hole in the casing wall near one end only and shirred on the mandrel through said hole. The mandrel passing through the other end of the casing connects together the adjacent end portions of the various casings hanging down from the mandrel so that all the casings shirred on the mandrel constitute one continuous unit adapted to be properly preserved and readily used. Granted Dec. 5, 1933. No. 1,938,070.

HOW TO HANDLE LARD.

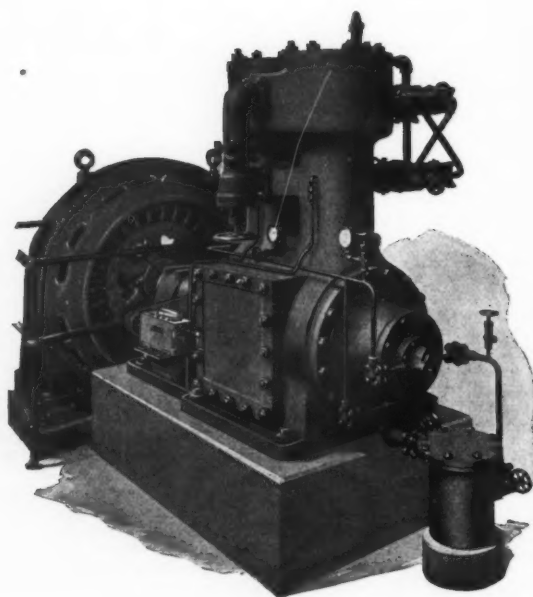
One of the most important details in lard manufacture is its proper handling after rendering. All steps in lard manufacture are explained in detail in "PORK PACKING," a new test book by The National Provisioner for the meat packing industry. Write for information.

Vilter

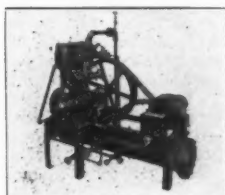
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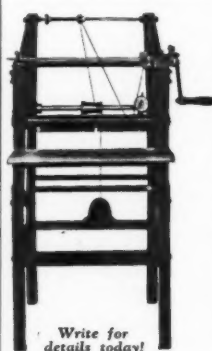
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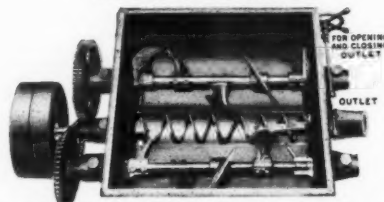
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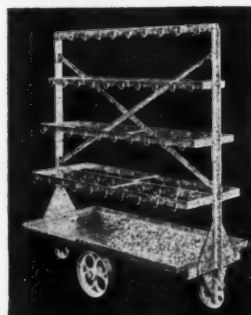
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Pat. applied for
Fig. 1096—"Hallowell"
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Refrigeration and Frozen Foods

Carcass Shrink

Air Conditions and the Relations To Loss in Weight

In meat plants where slaughter is large, loss in carcass weight between the time of killing and delivery to retail outlets is considerable in the aggregate, totaling thousands of pounds in the course of a year.

This loss is of much interest to packers because any reduction that can be made in it is a clear gain that can be credited directly to the profit side of the ledger.

Investigations in loss of weight in carcasses were made recently by the Food Investigation Board of New Zealand. While conditions in meat plants there are not similar to those found in packing plants in this country, mainly in that in New Zealand a large percentage of the carcasses are frozen for shipment, the findings of this Board are interesting because they throw considerable light on a subject that is of direct money concern to packers everywhere.

Effects of Warm Dry Air.

The questions investigated were mainly the relation of air conditions following slaughter (preceding the freezer) to—

- 1—Loss of weight of carcasses.
- 2—Dessication or withering of surface tissue.

Do both undesirable effects come together and from the same causes?

Of the two disadvantages, the monetary loss due to excessive loss of weight can be estimated from the measured percentage weight loss. The excessive weight loss due to a warm dry atmosphere on the cooling floor is not, however, as great as might at first be expected. While it is true that the initial rate of loss during the first few hours

is much higher, the subsequent rate of loss in the freezer and storage freezer is slightly less than the average, and this fact offsets the overall increase in loss by the time the meat is shipped.

It was the opinion that the second disadvantage—loss of bloom and resultant withered appearance—is probably much more serious, although it is impossible to estimate reliably the financial loss it involves.

Unfavorable atmospheric conditions in the cooler are most detrimental during the first four or five hours. It is the rate of weight loss which is the determining factor in lack of appearance, rather than the actual amount of weight lost. It might appear that the troubles resulting from unfavorable cooler conditions could be overcome by eliminating the cooler entirely, by placing the carcasses into the freezer as quickly as possible.

Carefully controlled experiments were made to test out this contention. In several of the plants surveyed, a uniform line of lamb carcasses was divided into three parcels (not less than 25 carcasses in each). One of these was placed in the freezer immediately after passing the grader. The second group was held for a short period only, between two and seven hours, in the cooler; while the third parcel was held for the normal twenty-four hours. The history of the various special lines was carefully followed through all stages until the meat was finally pitched in Smithfield.

Effects of Cooling Before Freezing.

Weight losses during the various stages were noted, and after making appropriate allowance for difference in storage period the figures were averaged for all the experiments with the following results for the three groups: 3.5, 3.65, and 3.90 per cent weight loss for the order mentioned. While there is a slight decrease in weight loss for the first two groups, the advantage is offset by the poor appearance of the carcasses which were placed immediately in the freezer or held for only a few hours in the cooler.

These carcasses were of a dull and unattractive appearance due to an intense opacity of the superficial tissues. The conclusion was reached that, under present cooler conditions, the best overall results are obtained when the carcasses are held for 24 hours in the

cooler (or at any rate not less than twelve hours).

During the survey, a very comprehensive series of measurements was made of the temperature and humidity of the cooler atmosphere and of flesh temperature and weight loss in a number of different works. Considering a whole season at a typical works, it will not be far from the mark to say that the average air temperature in the cooler is about 60 degs. Fahr. and the average relative humidity between 75 and 80 per cent. Taking these conditions and an average prime lamb carcass of 36 lb. weight, the rate of cooling and of loss of weight are approximately as shown in Fig. 1.

Initial Weight Loss High.

As would be expected, the temperature in the thin part of the flank falls rapidly, reaching a temperature only 5 degs. Fahr. higher than the atmosphere in three or four hours. It requires between 12 and 15 hours for the temperature in the deep butt to reach this point.

Considering the loss of weight curve (Fig. 2), it will be seen that the initial rate of loss is very high while the free moisture from the surface is being evaporated. Thereafter the loss is slower and the rate is probably controlled more and more by the rate of capillary movement of moisture from the deeper layers to the surface tissues of the carcass. Under warm dry conditions the weight loss curve is steeper during the first four or five hours, but thereafter its shape is not very different from that shown.

No reliable measurements were made of the air movement in coolers but the conclusion was reached that strong currents of air are undesirable due to the resultant increase in the rate of evaporation. It was recommended that controlled air conditioning should be applied and suggested that good results should be obtained with nearly saturated air at a temperature of 50 to 55 degs. Fahr. Exactly what the best conditions may be, can only be found by actual trial.

REFRIGERATION NOTES.

Luverne, Ala., is planning the erection of a cold storage warehouse in connection with the municipal ice plant.

Gay Ice & Cold Storage Co., of Jasper, Fla., is enlarging its cold storage warehouse.

Armour and Co. are enlarging their cold storage buildings at Indianapolis, Ind.

M. J. Jones, Portland, Ore., is preparing to erect a cold storage and meat packing plant.

The Farmers Union Warehouse Co., of Colton, Wash., plans erecting a cold storage plant.

The Farmers Progressive League of Traverse City, Mich., are planning to erect a pre-cooling plant.

The Hill Ice & Fuel Co., of Jonesboro, Ark., will erect a cold storage and ice plant with a daily capacity of 30 tons. New machinery will be installed at a cost of \$14,000.

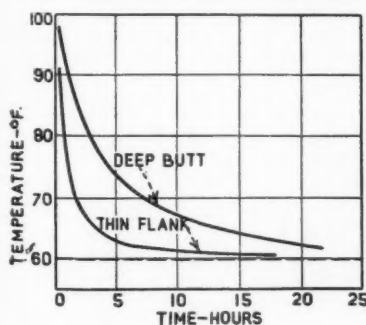


FIG. 1

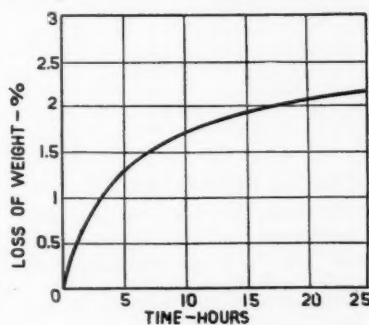


FIG. 2

COOPERATION IS NEEDED.

(Continued from page 20.)

"Finally, the Secretary of Agriculture, so that all interested parties may be fully protected, should at all times be fully advised of all plans, policies and programs proposed, and should have the right to veto or cancel any plan, policy or program at any time."

Simply an Enabling Act.

"While it may appear that a marketing agreement such as I have described would delegate unprecedented and broad powers to the packing industry, a close examination discloses that this is not the fact—it is simply an enabling act or a constitution for the livestock and meat industry, authorizing the industry to have supervised co-operative action calculated to better conditions."

Mr. Wilson reviewed the efforts of the industry, in cooperation with livestock producers and representatives of the administration, to secure a marketing agreement, and the final conference at which there appeared to be a complete meeting of minds of packers and producers on the terms and conditions of the marketing agreement.

"The marketing agreement as concurred in by the respective producers' committees and the packers' committee was finally submitted to Secretary Wallace in October, and I continue in the belief that action along the line that this proposed marketing agreement authorizes will materially assist in bringing about an increase in the price that the farmer receives for his livestock, without materially increasing the cost of meat and meat food products to the consumer, in any event not beyond the price that the consumer in justice should pay for the meat that he consumes."

A Life Long Ambition.

"Full and complete cooperation in the entire livestock and meat industry would be a realization of my life-long ambition," said Mr. Wilson. "There exists for the first time in the history of our industry the necessary ways and means of exchanging views and agreeing upon plans of common action for the common good."

"The cattle producers are organized into representative associations and have a spokesman in the cattle-producers committee; the sheep producers are organized; the hog producers have nationwide representation in the National Corn-Hog Committee; 90 per cent of the packing industry is associated together in the Institute of American Meat Packers, and is represented by the board of directors of the Institute and the processor's committee of four; the livestock commission men and stock yards interests are fully organized into efficiently working associations; and the retail meat dealers have their associations. The Agricultural Adjustment Act contemplates and authorizes the co-ordination of all these vital elements in our industry."

"If given the necessary authority by our government, I sincerely believe there is enough honest desire, intelligence and ability in our own industry to work out our own salvation, insuring all producers, packers and others engaged in this business a place in the sun."

To Buy Commercial Cuts

Consideration has been given recently by the Federal Surplus Relief Corporation to purchase from time to time of D. S. pork, smoked pork and lard from stocks on hand, the object being to remove from the regular channels of distribution such surpluses as exert an unduly depressing influence on the levels of pork and live hog prices.

Should this policy be adopted, it is likely that weekly invitations to bid will be issued, the government being guided on each occasion by the amounts offered, prices quoted and the need for support of the market by the removal of what seem to be burdensome oversupplies.

RELIEF BUYING PLANS.

Announcement was made this week by Jacob Baker, of the Federal Surplus Relief Corporation, that purchasing plans of the corporation were based on anticipated relief needs made up to "the middle of the summer."

In addition to some 150,000 to 200,000 more hogs to be purchased in accordance with the original program of the AAA, Mr. Baker said the corporation contemplates purchasing and distributing 50,000,000 more pounds of beef and 20,000,000 lbs. of butter. "We have been purchasing about one-fourth of the hogs on the market," Mr. Baker said, "and are now buying and processing approximately 23,000 hogs a day."

TRADE PORK FOR LIQUOR.

Small increases in the British pork quota were made this week in exchange for doubling the quota of liquor imported into the United States from Great Britain. This increase was from 6.3 to 7.6 per cent. The increase is regarded by officials of the Department of Agriculture as "hardly worth mentioning" and as having little or no effect on pork prices in this country.

FEDERAL RELIEF BUYS CHEESE.

Contracts for the purchase of 3,602,000 lbs. of cheese were awarded to Western and Southern cheese manufacturers on January 6 by the Federal Surplus Relief Corporation, to be distributed among the unemployed. Among those in the Chicago area included in these contracts were Swift & Company and the J. S. Hoffman Co.

WOULD EXEMPT HOG PRODUCERS.

A bill exempting hog producers from the processing tax to the extent of aggregate sales up to one hundred dollars has been introduced in the House at Washington by representative Fulmer of South Carolina, a member of the House Agriculture Committee.

NOVEMBER LARD EXPORTS.

Exports of lard, neutral lard and cooking fats other than lard with countries of destination are reported by the Department of Commerce as follows:

	Lard, lbs.	Other cooking fats, lbs.	Neutral lard, lbs.
Belgium	1,670,796	186	76,182
Denmark	249,150	.....	38,448
Finland	685,089	.....	.....
France	530,480	.....	406
Germany	11,139,937	43,880	.....
Italy	499,297	.....	.....
Malta, Gozo & Cyprus	239,120	.....	.....
Netherlands	3,770,574	.....	.....
Norway	31,707	32,225	13,434
Sweden	8,261	.....	38,437
Switzerland	67,297	.....	4,086
United Kingdom	22,032,291	17,580	47,081
Canada	336,330	.....	.....
Br. Honduras	26,975	1,387	.....
Costa Rica	27,948	7,334	.....
Guatemala	72,150	12,634	.....
Panama	88,180	9,452	120
Salvador .....	.....	675	.....
Mexico	3,137,289	11,822	896
Cuba	1,035,896	1,102	.....
Dom. Rep.	526,118	252	.....
Haiti, Rep. of	93,011	.....	.....
Virgin Is. of U. S.	6,438	54,073	.....
Ecuador	18,500	.....	.....
Venezuela	836,257	640	.....
Un. of So. Africa	115,106	3,957	.....
Canary Islands	1,680	86,470	1,450
Others	70,098	.....	.....
Total	47,562,955	289,070	221,180
Value	\$2,934,417	\$24,580	\$15,588

The November exports as shown above compared with October exports of 49,811,746 lbs. of lard, 261,212 lbs. of other cooking fats, and 484,082 lbs. of neutral lard.

In addition to the above, there were exported in November to insular possessions 2,354,881 lbs. of lard, 248,136 lbs. of other cooking fats and 295 lbs. of neutral lard.

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings during November, 1933, with countries of origin and destination, are reported by the Bureau of Foreign and Domestic Commerce as follows:

IMPORTS.			
	Sheep lambs and goat, lbs.	Weasands, bladders, intestines, lbs.	Others, lbs.
Denmark	1,852	.....	2,420
France .....	.....	.....	35,325
Germany .....	.....	972	4,680
Latvia .....	.....	.....	.....
Netherlands	1,200	.....	.....
Sov. Rus. in Eur.	28,108	.....	.....
Sweden .....	.....	.....	.....
United Kingdom	5,271	.....	.....
Canada	8,486	.....	116,840
Argentina	46,414	7,428	233,196
Brazil .....	.....	1,190	84,223
Chile	2,460	.....	2,086
Uruguay	3,124	.....	5,153
China	11,312	.....	50,451
Iraq	15,426	.....	.....
Turkey	62,451	.....	.....
Australia	135,035	.....	19,707
New Zealand	71,598	.....	316
Others	37,672	.....	.....
Total	430,350	9,590	574,387

Sheep, lamb and goat casings imported during the month were valued at \$500,198; weasands, bladders and intestines at \$4,484; and other casings at \$90,978.

EXPORTS.			
	Hog casings, lbs.	Beef casings, lbs.	Others, lbs.
Belgium	8,405	71,244	.....
Denmark .....	.....	58,059	.....
France	1,820	16,694	360
Germany	399,365	1,176,059	32,616
Netherlands	41,073	110,586	66,025
Norway .....	.....	15,513	.....
Pol. & Danz.	15,467	18,767	.....
Spain	79,978	339,180	.....
Sweden	1,126	67,228	.....
Switzerland	2,100	46,410	.....
United Kingdom	224,589	23,421	15,216
Canada	13,522	525	18,035
Australia	80,225	.....	6,000
Others	43,344	5,644	1,542
Total	911,114	1,949,330	134,794

Provision and Lard Markets

WEEKLY REVIEW

Trade Fairly Active—Bellies Strong—Lard About Steady—Hogs Firm—Cash Trade Satisfactory—Lard Stocks Increasing—Governmental Developments Watched Closely.

Features in the market for hog products the past week were buying of bellies by warehousemen and a good demand for cash bellies, together with the selling of lard by warehousemen, presumably hedging further accumulations to the already comparatively large lard stocks. Commission houses were on the buying side of hog products and professional absorption was in evidence at times. There was quite a little talk of investment interest in bellies. In lard, however, demand from speculative sources while fair, was not aggressive owing to hedge selling. Packers were on the buying side at times.

On Wednesday one of the larger packers was a buyer of lard, an interest supposedly heavily short of the market. It was not clear, however, whether or not this buying represented a change in sentiment in that particular quarter, or whether the buying was brought about by the lifting of hedges against cash sales.

Conditions were rather favorable towards better levels for hog products. Hog prices were steady to firmer. The Government was in the market for hogs, and there were intimations from Washington that Government hog buying for needy relief would be augmented in the near future.

At Chicago, top hogs reached a level of 3.75c during the week, reacting to 3.65c. At the outset of the week, average price of hogs at Chicago was 3.45c, against 3.40c the previous week, 3.15c a year ago and 4c two years ago.

Exports Pick Up.

Receipts of hogs at western packing points last week were 443,200 head, against 463,000 head the same week last year. Average weight of hogs received at Chicago last week was 226 lbs., against 226 lbs. the previous week, 230 lbs. a year ago and 226 lbs. two years ago.

Run of hogs to market continues rather liberal considering the administration's efforts to lift prices for the producer. However, there appears little question but that the marketings are due to some extent to a continued discrepancy in relative prices between corn and hogs. Cash corn situation tightened further the past week, under additional crib sealings on the 45c Governmental loan. Lighter marketings at all primary markets resulted.

Outward movement of hog products continued very liberal. Official exports of lard for the week ended December 23 totaling 17,278,000 lbs., against 9,565,000 lbs. the same week in 1932. Exports of lard January 1 to December 23, 1933, totaled 575,275,000 lbs., against 532,763,000 lbs. the same time in 1932. Exports of hams and shoulders, including Wiltshires, for the week were 1,039,000 lbs., against 282,000 lbs. the previous week; bacon, including

Cumberlands, 2,376,000 lbs., against 438,000 lbs.; pickled pork, 102,000 lbs., against 249,000 lbs.

Hog Slaughter Heavy.

Foreign exchange markets held at about recent levels and at a favorable point as far as export buying was concerned. The government, through its liquor quota, was successful in bringing about better trade in hog products with England. The British agreed to allot 7½ per cent of their requirements to this country, compared with 6 per cent heretofore.

Number of hogs slaughtered under federal inspection during November, 1933, were officially placed at 4,501,047 head, against 3,778,127 head in 1932. November production of lard was 143,491,000 lbs., against 128,446,000 lbs. in November, 1932, and 132,073,000 lbs. for the November 5-year average. Average live cost of swine during November was 3.93c, against 4.45c in October and 3.25c in November, 1932. Average yield per head was 75.30 per cent, against 74.44 per cent and 75.51 per cent respectively. Average live weight in November was 222.79 lbs., against 228.49 lbs. in October and 226.21 lbs. in November, 1932.

PORK—Demand was fair at New York, and the market was steady. Mess was quoted at \$17.00; family, \$20.50; fat backs, \$13.25@17.00 per barrel.

LARD—Demand was fair and the market steady. Prime western at New York was quoted at 5.50@5.60c; middle western, 5.30@5.40c; New York City tierces, 4¼@4¾c; tubs, 5½@5¾c; refined Continent, 5c; South America, 5½c; Brazil kegs, 5¼c; compound, car lots, 7c; smaller lots, 7¼c.

At Chicago, regular lard in round lots was quoted at 42½c over January; loose lard, 70c over January; leaf lard, 70c over January.

BEEF—Market was steady and demand fair at New York. Mess was nominal; packet, nominal; family, \$10.00@11.50 per barrel; extra India mess, nominal.

See page 32 for later markets.

ONLY LIGHT HOGS USABLE.

No hogs weighing over 220 lbs. are acceptable on government pork contracts. This applies to the awards made under bids opened December 18 and those made under the telegraphic bids opened December 29. John B. Payne, comptroller of the AAA, has informed the Institute of American Meat Packers of this fact in the following telegraphic communication: "Refer schedule nine FSRC page 2 weight specifications, no hogs over 220 pounds acceptable."

Hogs Cut to Better Advantage

Heavy receipts of hogs resulted in a declining market after the first day of the current period with the close 15 to 25c under that of a week earlier but with the first day witnessing the highest top reached since late November. Some improvement in the price of certain fresh pork cuts resulted in improvement in the cut-out value. This was further enhanced by decline in costs due to heavy killing.

Receipts at the seven principal markets totaled 414,900 head compared with 291,500 a week ago and 338,900 a year ago. Trade observers were of the opinion that many hogs were being shipped to avoid further feeding and take advantage of the corn loans and that receipts were further increased by the marketing of larger numbers at central points.

Throughout the winter packing season quality of the hog run has been very good but during the period just ended receipts included a considerable number of plain hogs.

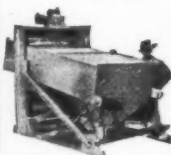
Top for the week was \$3.75 made on Tuesday with a low top of \$3.50 on the closing day of the period. The high average of the week was \$3.55 and the low \$3.35.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first four days of this week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, average costs and credits being used. The test is worked out on best quality hogs, it being important that yields be carefully checked to see that there is little variation in the grade of hogs slaughtered.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.31	\$1.32	\$1.30	\$1.30
Picnics	.31	.29	.27	.24
Boston butts	.25	.25	.25	.25
Pork loins	.88	.77	.70	.67
Bellies, light	1.06	1.02	.98	.91
Bellies, heavy	.....	.....	.21	.53
Fat backs	.....	.....	.14	.24
Plates and jowls	.07	.08	.08	.11
Bay leaf	.09	.09	.09	.09
P. S. lard, rend. wt.	.60	.08	.60	.56
Spare ribs	.06	.06	.06	.06
Regular trimmings	.09	.09	.09	.09
Feet, tail, neckbones	.04	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$4.76	\$4.60	\$4.50	\$4.39
Total cutting yield	68.50%	69.50%	71.00%	72.00%
Crediting edible and inedible offal values to cost of live hogs plus all expenses, including the following results are secured:				
Loss per cwt.	\$.17	\$.27	\$.34	\$.33
Loss per hog	.29	.54	.80	.91



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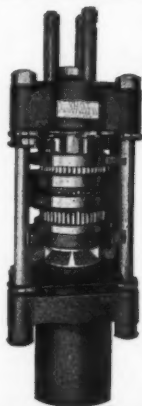
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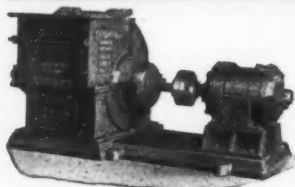
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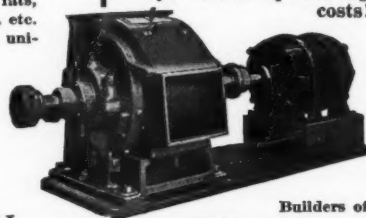
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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A steady to firm situation ruled the tallow market at New York the past week. There was evidence of some export business and indications of a moderate trade having passed with domestic consumers. At no time was there any pressure of supplies on the market, but buyers were rather slow in coming up in their ideas. However, where tallow was wanted 3c f.o.b. was paid for extra, and at times reports of sales at 3½c f.o.b. percolated through the market.

The latter was reported to have been outside stuff. Foreign exchange rates ruled steady, and export clearances from New York January 1 to January 10 amounted to 823,600 lbs. Undertone was firm, and extra appeared to have been established at the 3c f.o.b. level. Last export business reported was on a basis of 3½@3¾c f.a.s.. Quantities in both foreign and domestic trade were kept under cover.

At New York, special was quoted at 2½c; extra, 3c f.o.b.; edible, 4½c nominal.

At Chicago, there were good inquiries for medium grades at 3¼c Cincinnati, and 3c Kansas City, for round lots for future shipment. Market was steady. Edible was quoted at 3½c; fancy, 3¾c; prime packer, 3¾c; No. 1, 3c; No. 2, 2½c.

At the London auction, 1,067 casks were offered and 185 sold at prices unchanged to 6d lower than the previous sales. Mutton was quoted at 22s 6d@20@21s. At Liverpool, Argentine beef 20s@21s. At Liverpool, Argentine beef tallow, January-February, was unchanged at 20s 3d. Australian at Liverpool, January-February was unchanged at 19s.

STEARINE—Market was a little more active the past week, and sales of a couple of cars were reported at 4¼c New York, a decline of ¼c. At Chicago, market was quiet and easier. Oleo was quoted at 4¼c.

OLEO OIL—Market was quiet and steady with interest routine. At New York, extra was quoted at 5½@6c; prime, 5@5½c; lower grades, 4½@5c. At Chicago, market was quiet. Extra was quoted at 5½c.

See page 32 for later markets.

LARD OIL—While consumer interest was limited to small lots, tone was steady. Prime at New York was quoted at 9¼c; extra winter, 8c; extra, 7¼c; extra No. 1, 7¼c; No. 1, 7c; No. 2, 6½c.

NEATSFOOT OIL—Interest was rather routine, but the market was steady at the recent levels. Pure at New York was quoted at 13c; extra, 7¼c; extra No. 1, 7½c; cold test, 16½c.

GREASES—A better feeling over-spread the market for greases the past week, and prices moved up ¼@½c from the recent levels. Volume was said to have been fair, but undisclosed. At New York, both packer and outside yellow and house grease were reported

to have sold at 2½c, and the market appeared to have been stabilized around that level.

Offerings appeared moderate. Some export interest was in the market, but little or nothing was heard of any particular business having passed. However, firmness in tallow and steadiness in foreign exchanges furnished producers a basis for maintaining their ideas.

At New York, yellow and house were quoted at 2¼@2½c; A white, 3¼@3½c; B white, 3@3½c; choice white, 3¼@4c nominal.

At Chicago, market was steady and only moderately active on nearby stuff. There appeared to be buying interest in future deliveries at around the current levels.

At Chicago, brown was quoted at 2½c; yellow, 2½@2½c; B white, 2¼c; A white, 2½c; choice white, all hog, 3c.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Jan. 10, 1934.

Demand for packinghouse by-products is very light in the East due to the fact that most fertilizer manufacturers have stopped mixing and will not resume mixing until shipments have been made to reduce present stocks.

No price changes have taken place in tankage and blood but if stocks continue to accumulate, slightly lower prices in the near future are in prospect.

Trading in foreign materials is also being done on a very limited scale with prices firm.

FAT MARKETS IN FRANCE.

(Special Report to The National Provisioner.)

Paris, Dec. 28, 1933.

Lard markets have been very unsatisfactory this month. There are still second-hand resellers of steam lard and no buyers.

Choicest edible refined grades of cotton oil declined to a parity of about 188 francs per 100 kilos, c.i.f. French ports, in barrels.

Paris official quotations for technical tallow declined from 145 francs to 142.50 francs per 100 kilos during the course of this month.

PORK BARRED IN FRENCH DEAL.

Pork and salted meats are excluded from the 300 per cent increase in the quota of products imported into France from the United States during the first quarter of 1934, which was announced this week in a trade for French liquors.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Jan. 1, 1934, to Jan. 10, 1934, totaled 5,241,471 lbs.; tallow, 823,600 lbs.; greases, none; stearine, 92,800 lbs.

By-Products Markets

Chicago, Jan. 11, 1934.

Blood.

Unground in bulk nominally \$2.15@2.25.

Unit Ammonia.
Ground and unground.....\$2.15@2.30

Digester Feed Tankage Materials.

Sales have been in fair volume at \$1.75.

Unit Ammonia.
Unground, 10 to 12% ammonia...\$1.75@1.85 & 10c
Unground, 8 to 10% ammonia... 1.75@1.85 & 10c
Liquid stick@1.50

Dry Rendered Tankage.

Demand somewhat better this week.

Hard pressed and exp. unground per unit protein\$37½@ .40
Soft prod. pork, ac. grease & quality, ton@22.00
Soft prod. beef, ac. grease & quality, ton@16.00

Packinghouse Feeds.

Sales continue fairly good.

Per Ton.
Digester tankage meat meal.....\$ @25.00
Meat and bone scraps, 50%.....@30.00
Steam bone meal, 65%, special feeding per ton@27.50
Raw bone meal for feeding.....@28.00

Fertilizer Materials.

Market somewhat firmer.

High grad. tankage, ground, 10@12% am.\$2.00@2.10 & 10c
Bone tankage, ungrd., low gd., per ton@15.00
Hoof meal@1.95

Bone Meals (Fertilizer Grades.)

Seasonal quietness rules market.

Steam, ground, 3 & 50.....\$15.00@19.00
Steam, unground, 3 & 50..... 13.00@17.00

Horns, Bones and Hoofs.

Buying interest continues light. Some demand for hoofs.

Horns, according to grade.....\$60.00@90.00
Mfg. skin bones.....55.00@85.00
Cattle hoofs24.00@25.00
Junk bones12.00@15.00
(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Product moving in somewhat better volume.

Per ton.
Klip stock\$10.00@12.00
Calf stock12.00@15.00
Sinews, pizzles5.00@10.00
Horn piths18.00@17.00
Cattle jaws, and knuckles.....19.00@21.00
Hide trimmings (new style).....4.00@ 5.00
Hide trimmings (old style).....6.00@ 8.00
Pig skin scraps and trim, per lb.... 3¼@ 3½c

Animal Hair.

Market steady with last week.

Summer coil and field dried.....¼@ 1c
Winter coil dried.....1¼@ 1¾c
Processed, black, winter, per lb.....@ 6¼c
Processed, grey, winter, per lb.....@ 5¼c
Cattle switches, each*.....1¼@ 2¼c

*According to count.

INEDIBLE FAT EXPORTS.

Tallow exports from the United States during November, 1933, totaled 1,298,763 lbs. valued at \$56,569; other animal greases and fats, 10,120,894 lbs. valued at \$365,752; grease stearine, 24,799 lbs. valued at \$1,711 and neatsfoot oil, 136,834 lbs. valued at \$17,208.



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FEED INDUSTRY CODE HEARING.

Public hearing on a proposed code of fair competition for the feed manufacturing industry has been set by Secretary Wallace for January 18 at the Mayflower Hotel in Washington. The code was submitted by the American Feed Manufacturers' Association.

The proposed code contains labor and wage provisions to be under the supervision of the National Recovery Administration. It lists unfair trade practices, chiefly in connection with the sale of feeds, and provides for access to records of members of the industry.

It authorizes a control committee of seven to administer the code. Five of these are to be selected by the board of directors of American Feed Manufacturers' Association, which presented the code, and two are to be selected by members of the industry who do not belong to the association. All control committee selections are subject to the approval of the Secretary of Agriculture.

Members of the association submitting the code represent about 85 per cent of the output of commercial feeds.

SHORTENING TRANSIT RULES.

Vegetable shortenings will be denied transit privileges to a large extent under interpretations of the vegetable oil treatment-in-transit provision of a number of railroads in Southern and Central territories. This ruling was made January 2 by the Interstate Commerce Commission.

Transit privileges were permitted on vegetable oils for refining, hydrogenating and packing by railroads serving Atlanta, Chattanooga, Memphis, Louisville, Chicago, Cincinnati and Columbus. The rate provisions were not uniform, some prohibiting transit privileges on lard compound, and all requiring that the outbound shipment consist of the same kind of oil as included in the inbound shipment, this being submitted as the basis for the "through rate with transit privilege."

It was reported to have become the practice of refiners at these points to ship out vegetable shortenings under the transit privilege, even where the privilege was specifically denied to lard compounds, and the railroads asked the commission for an interpretation of the tariffs. Where the tariffs deny the transit privilege to lard compounds the commission ruled that vegetable short-

enings cannot move out on the transit rates.

Lard compounds may move on the through rate where there is no express tariff provision against them, provided the containers are labelled to show that the shortenings are made only of the particular kind of vegetable oil which moved into the transit point. Where the product contains coconut and other oils in combination with cottonseed oil, and where they are not labelled to show their composition, the carriers are justified in refusing transit rates, the commission ruled.

Contention of the roads was that their provisions for transiting oil for solidification were intended to permit complete hydrogenation which gives a lumpy product that may be shipped in bags, and that they did not intend to give transit privileges for the production of plastic shortening which they claimed is not solidified oil. The commission held that the products are solid oil, even though of pasty consistency, and that indefiniteness in the tariffs should reflect against the carriers.

FOREIGN OILS IN THE U. S.

Foreign oils constitute 5½ per cent of the total domestic consumption of oils and fats for food purposes, counting the Philippines as a foreign country, said John B. Gordon, secretary of the Bureau of Raw Materials for the Vegetable Oils and Fats Industries, at a recent hearing before the ways and means committee of the House of Representatives. Commenting on this statement, Mr. Gordon says that "as a matter of fact, when you consider the edible usage of olive oil, coconut oil, etc., the total percentage of imported oils going into edible channels in this country is 25.9 per cent of the total annual consumption of these oils in the United States. Roughly, therefore, you can say that one-quarter of the oils and fats imported into the United States gets into edible channels, the remaining 75 per cent going into industrial channels."

VEGETABLE OIL EXPORTS.

Exports and value of vegetable oils from the United States during November are reported by the U. S. Department of Commerce as follows:

	Lbs.	Value.
Cottonseed oil, refined.....	648,650	\$39,163
Corn oil	241,015	11,185
Coconut oil, inedible	2,060,107	65,125
Vegetable soap stock.....	902,317	264,619

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 11, 1934.—Crude cotton oil offerings are increasing at the higher prices of 3½c lb. for Valley and 3¾c lb. Texas. Bleachable is firm at 4½c lb. loose New Orleans. Futures are dull and up only slightly. Soap stock unchanged. Spot demand for all products is moderate. Buyers and sellers are proceeding cautiously.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Jan. 11, 1934.—Prime cottonseed oil, 3¾c lb.; forty-three per cent meal, \$22.00; hulls, \$9.00.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Jan. 10, 1934.

Meal market did not enjoy the activity witnessed in other markets until late in the day's trading, but displayed a very firm undertone throughout. Offerings were largely of a nominal character, with trading more or less scattered, chief interest being centered in March which sold at an advance of 35c over Tuesday's close. May sold at a new high of \$23.65. Little change is reported in either the cash situation or shipping demand, and the market in consequence was very steady closing at an advance of 10@35c. Seed trading continued quiet, closing 10c higher.

OLEO PRODUCTS EXPORTED.

Exports of oleo oil, oleo stock and oleo stearine from the United States during November, 1933, with countries shipped to, are reported as follows:

	Oleo oil, lbs.	Oleo stock, lbs.	Oleo stearine, lbs.
Belgium	359,205	132,291	.....
Denmark	146,557	158,561	.....
France	19,545	200,348	67,550
Germany	1,467,855	95,795	.....
Greece	40,847	.....	.....
Irish Free State.....	40,174	.....	.....
Netherlands	620,471	225,230	27,638
Norway	95,794	51,437	5,254
Sweden	45,678	152,127	.....
Switzerland	107,305	71,175	.....
United Kingdom	658,919	85,044	198,826
Mexico	41,397	.....	.....
Cuba	8,196	.....	20,684
Others	51,568	.....	42,171
Total	3,733,511	1,176,038	362,123

Value of oleo oil exported was placed at \$215,153; that of oleo stock at \$65,633; and oleo stearine at \$19,512.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Undertone Firm—Hedge Selling Readily Absorbed—Cash Trade Routine—Crude Firmer—Lard Action Offset by Outside Strength and Prospects of Cotton Crop Curtailment.

Operations in the cottonseed oil futures market the past week were on a moderate scale with more or less of an awaiting attitude in evidence. There was very little new in the situation, and both sides were rather content to look on for the time being. Hedge selling from western sources, presumably packinghouse interests, continued in a moderate way on the July delivery and at times there was some selling of July credited to refiners.

Offerings were readily absorbed by commission house brokers and local operators. In fact, at no time was there any particular pressure on the market. While new buying power was not large, there was evidence of some fresh speculative absorption based on outside strength.

Some of the new interest was undoubtedly the result of rather persistent reports of favorable prospects for legislation to control the next cotton crop production at the gin. These efforts are to be directed towards a crop of around 9,000,000 bales.

Cash Oil Trade Routine.

There was scattered switching from March to July and May to July, refiners taking the nearbys and selling the later month. Commission houses and ring operators were doing the reverse. A slight firming in the crude markets was helpful, but cash trade in oil again appeared routine in character.

The action in lard was traceable to selling by warehousemen, apparently against further accumulation of supplies, and was somewhat disturbing owing to stocks which greatly exceed those of this time a year ago.

The long interest in the oil market, as well as in lard, was further encouraged the past week by Governmental efforts towards reduced hog and cotton supplies. At the same time, there were intimations from Washington that the Government may again enter the hog market for another 150,000 to 200,000 head for needy relief.

A tightening in the feed grain situation, particularly in cash corn, came in for some consideration the past week. It was evident that sealing corn in cribs under the Government 45c per bushel loan was resulting in an extremely light movement from farms and developing a situation where liberal visible stocks were beginning to be drawn on.

Crude More Active.

A little more activity was apparent in crude markets. Sales in the Southeast and Valley were made at 3½c, ¼c

better than of late. Little was heard of business in Texas, but the market there was firmer and quoted at 3¼@3½c.

Since the year-end holidays, there has been no evidence of any particular pressure of crude oil or any increased pressure of seed marketings. The trade was watching the latter angle rather closely owing to the previous contentions that quite a little seed had been carted back to the farms. However, what levels will serve to bring out this seed was somewhat of a question.

The South has been somewhat disappointed over not securing Government loans on seed. The oil trade undoubtedly also has received somewhat of a shock by not securing Governmental aid in reducing the large available oil supplies, particularly in view of the fact that the administration has been buying hog products, beef, butter, cheese, and other commodities for needy relief.

Sentiment in speculative quarters is very friendly to the market, undoubtedly predicated on the belief that the Government will be successful in acreage and hog reduction schemes. If these are brought about a great many feel they will aid in bringing prices to the average level of 1926.

COCOANUT OIL—Inactivity continued throughout the week. Interest was more or less of a routine character. Tanks at New York were quoted at 2¼c nominal. At the Pacific Coast, nearby tanks were quoted at 2½c; March forward, 2½c.

CORN OIL—Last business reported was at 3½c Chicago, with sellers holding at that level. Sales were reported at 3½c at outside points, equal to about 3½c Chicago.

SOYA BEAN OIL—Market was quiet and about steady. Sellers' tanks, f.o.b. western mills were quoted at 5½@5½c.

PALM OIL—Consumer interest was again limited. As a result the market was quiet and nominally steady. Spot Nigre at New York was quoted at 3½c; shipment Nigre, 3.30c; 12½ per cent acid, 2.90c; 20 per cent acid, 2.80@2.85c; Sumatra, 3½c.

PALM KERNEL OIL—There was little or no evidence of trade in this quarter, and the market was quoted nominally at 3¼c bulk in bond.

OLIVE OIL—Demand was rather moderate, and the market backed and filled with exchanges. Spot at New York was quoted at 6¼@6½c; shipment, 6@6¼c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—While consumer interest was small, producers were not offering freely. Market was quoted at 3¼c f.o.b. southern mills.

COTTONSEED OIL—Demand was fair and the market steady following futures. Crude was firmer; Southeast and Valley, 3½c sales; Texas, 3¼@3½c.

Market transactions at New York:

Friday, January 5, 1934.

—Range—Closing—
Sales. High. Low. Bid. Asked.

Spot	.....	.....	.....	a	....
Jan.	.....	.....	.....	445 a	460
Feb.	.....	.....	.....	445 a	.....
Mar.	.....	1	467	467	462 a 465
April	.....	.....	.....	465 a	480
May	.....	3	492	488	480 a 485
June	.....	.....	.....	480 a	499
July	.....	10	513	502	500 a 502
Aug.	.....	.....	.....	505 a	515

Sales, including switches, 14 contracts. Southeast crude, 3½@3½c.

Saturday, January 6, 1934.

Spot	.....	.....	.....	a	....
Jan.	.....	.....	.....	445 a	460
Feb.	.....	.....	.....	445 a	459
Mar.	.....	.....	.....	462 a	467
April	.....	.....	.....	465 a	480
May	.....	.....	.....	485 a	489
June	.....	.....	.....	490 a	505
July	.....	.....	.....	503 a	508
Aug.	.....	.....	.....	505 a	520

Sales, including switches, none. Southeast crude, 3½@3½c.

Monday, January 8, 1934.

Spot	.....	.....	.....	a	....
Jan.	.....	.....	.....	447 a	462
Feb.	.....	.....	.....	450 a	460
Mar.	.....	2	470	468	468 a 469
April	.....	.....	.....	470 a	490
May	.....	.....	.....	486 a	488
June	.....	.....	.....	490 a	504
July	.....	4	510	507	507 a 508
Aug.	.....	.....	.....	509 a	516

Sales, including switches, 6 contracts. Southeast crude, 3½@3½c.

Tuesday, January 9, 1934.

Spot	.....	.....	.....	a	....
Jan.	.....	.....	.....	450 a	470
Feb.	.....	.....	.....	450 a	460
Mar.	.....	3	468	468	468 a 470
April	.....	.....	.....	470 a	485
May	.....	6	487	486	487 a 488
June	.....	.....	.....	492 a	505
July	.....	12	510	507	507 a 508
Aug.	.....	.....	.....	507 a	517

Sales, including switches, 21 contracts. Southeast crude, 3½@3½c.

Wednesday, January 10, 1934.

Spot	.....	.....	.....	a	....
Jan.	.....	.....	.....	450 a	Bid
Feb.	.....	.....	.....	450 a	460
Mar.	.....	1	471	471	470 a 472
April	.....	.....	.....	474 a	485
May	.....	2	489	489	489 a 490
June	.....	.....	.....	495 a	505
July	.....	13	512	510	509 a 510
Aug.	.....	.....	.....	510 a	525

Sales, including switches, 16 contracts. Southeast crude, 3½c sales.

Thursday, January 11, 1934.

Jan.	.....	455	450	455 a	450
Mar.	.....	474	470	474 a	468
May	.....	494	487	494 a	488
July	.....	512	508	512 a	507
Aug.	.....	515	510	515 a	510

See page 32 for later markets.

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were steady the latter part of the week, hedge selling satisfying commission house demands. Cash trade is routine and hogs are rather firm, top at Chicago being \$3.60.

Cottonseed Oil.

Cotton oil is quiet and steady, and the situation generally is unchanged. Government consumption report was a stand-off. December consumption was 191,000 barrels. A year ago it was 184,000 barrels. Visible supply is 3,215,000 barrels. A year ago it was 3,119,000 barrels.

Closing quotations on bleachable prime summer at New York:

Jan., \$4.65@4.75; Feb., \$4.60@4.68; Mar., \$4.75@4.78; Apr., \$4.80@4.90; May, \$4.92@4.97; June, \$4.95@5.10; July, \$5.12@5.13; Aug., \$5.14@5.20.

Tallow.

Tallow, extra, 3½c lb. f.o.b.

Stearine.

Stearine, 4½c lb. plants.

Friday's Lard Markets.

New York, Jan. 12, 1934. — Lard, prime western, \$5.50@5.60; middle western, \$5.30@5.40, tax included; city, 4½@4½c; refined Continent, 4½@5c; South American, 5½@5½c; Brazil kegs, 5½@5½c; compound, car lots, 7c with the tax excluded.

MEAT AND LARD STOCKS.

Stocks of all kinds of meats showed considerable increase during December and stocks on hand are larger in most cases than the five-year average on January 1. Lard stocks are double those of the average of that period. Considerably larger quantities of meat went into the freezer during December, 1933, than in the same month a year earlier and there was some increase in the quantity going into pickle but that going into dry salt cure was somewhat less.

Stocks on hand in the United States on January 1, 1934, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Jan. 1, '34.	Dec. 1, '33.	5-Year Av. Jan. 1—Lba.
Beef, frozen	58,345,000	50,706,000	55,404,000
In cure	14,859,000	15,313,000	11,376,000
Cured	5,988,000	3,991,000	8,049,000
Pork, frozen	129,794,000	81,985,000	132,687,000
D. S. in cure	51,430,000	48,988,000	54,894,000
D. S. cured	45,530,000	37,715,000	40,592,000
S. P. in cure	224,032,000	215,297,000	215,115,000
S. P. cured	166,537,000	150,469,000	159,987,000
Lamb and mutton, frozen	3,193,000	2,888,000	4,140,000
Misc. meats	65,661,000	54,243,000	73,059,000
Lard	132,297,000	116,077,000	62,212,000
Product placed in cure during:			
Pork frozen	84,245,000	69,107,000	
D. S. pork placed in cure	48,513,000	52,006,000	
S. P. pork placed in cure	174,447,000	170,055,000	

NOTE: "Dry Salt Rough Sides" for government account under emergency hog control program are not included in these figures.

EXPENSIVE HOG SCALDING.

Careless work in hog scalding costs money. Read chapter 2 of "PORK PACKING." The National Provisioner's latest book.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Jan. 12, 1933.—General market steady and firm. Demand for hams good, supply small; picnics are slow and lard rather dull.

Friday's prices were as follows: Hams, American cut, 85s; hams, long cuts, 84s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 60s; Wiltshires, unquoted; Cumberlands, exhausted; Canadian Wiltshires, 70s; Canadian Cumberlands, 56s; spot lard 27s.

BRITISH PROVISION IMPORTS.

Liverpool provision imports during December, 1933, reported by Liverpool Provision Trade Association:

	Dec., 1933.
Bacon (including shoulders) cwts.	23,501
Hams, cwts.	28,379
Lard, tons	2,098

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwts.	Hams, cwts.	Lard, tons.
December, 1933	5,748	6,742	393
November, 1933	3,043	8,227	523
December, 1932	672	5,974	410

LIVERPOOL PROVISION MARKETS.

Arrivals of Continental bacon in the United Kingdom during the week ended December 28, 1933, totaled 42,341 bales compared with 48,447 bales the previous week and 74,095 bales in the same period a year earlier. Prices of first quality product at Liverpool with comparisons were quoted as follows:

	Dec. 28, 1933.	Dec. 21, 1933.	Dec. 29, 1932.
American green bellies	\$14.25	\$14.25	\$ 7.14
Danish green sides	17.90	17.57	9.55
Canadian green sides	15.93	15.60	8.43
American short cut green hams	18.01	17.57	8.91
American refined lard	6.54	6.41	6.95

LARD QUOTA FOR FRANCE.

Sizable import license taxes have been established by France on various agricultural products, including lard, on which the additional tax is 80 francs per 100 kilos. Lard is one of the products newly subjected to the quota system in France, imports being limited to 980 metric tons of crude and 680 tons of refined. Animal and vegetable fats and oil cakes are on the new quota list.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Jan. 12, 1934, show exports from that country were as follows. To the United Kingdom, 39,650 quarters; to the Continent, 8,383. Exports the previous week were: To England, 119,562 quarters; to Continent, 1,975.

HULL OIL MARKETS.

Hull, England, Jan. 11, 1934. — (By Cable.)—Refined cottonseed oil, 15s 6d; Egyptian crude cottonseed oil, 13s.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Dec. 30, 1933:

	Week ended—	Jan. 1, 1933 to Dec. 30, 1933.	Dec. 23, 1933.	Dec. 30, 1933.*
		M lbs.	M lbs.	M lbs.

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

Total	210	254	1,039	77,896
To Belgium	.....	.....	.....	460
United Kingdom	124	115	983	69,189
Other Europe	.....	79	.....	750
Cuba	00	42	24	2,689
Other countries	26	18	32	4,808

BACON, INCLUDING CUMBERLANDS.

Total	404	85	2,376	26,404
To Germany	10	25	48	2,188
United Kingdom	111	43	1,780	9,154
Other Europe	217	15	30	7,760
Cuba	31	.....	7	4,052
Other countries	35	2	511	3,250

PICKLED PORK.

Total	59	54	102	16,111
To United Kingdom	36	.....	57	1,282
Other Europe	.....	.....	5	874
Canada	4	.....	.....	3,024
Other countries	19	54	40	10,331

LARD.

Total	12,739	8,398	12,278	583,014
To Germany	2,069	3,231	368	126,798
Netherlands	651	619	445	39,955
United Kingdom	8,253	2,929	9,654	299,520
Other Europe	740	483	624	40,483
Cuba	182	183	127	10,447
Other countries	514	943	1,060	65,601

TOTAL EXPORTS BY PORTS.

	Week ended Dec. 30, 1933.	Hams and shoulders, M lbs.	Bacon, M lbs.	Pickled pork, M lbs.	Lard, M lbs.
Total	210	404	50	12,739	
Boston	.....	.....	34	1,980	
Port Huron	76	.....	1	2,182	
Key West	60	31	.....	1,122	
New Orleans	26	35	19	753	
New York	48	308	5	6,593	
Baltimore	.....	.....	.....	866	
Norfolk	30	.....	.....	257	

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.
Exported to:		
United Kingdom (total)	124	111
Liverpool	42	111
London	52	.....
Manchester	4	.....
Other United Kingdom	26	.....

	Lard, M lbs.
Exported to:	
Germany (total)	2,099
Hamburg	1,950
Other	149

*Corrected to October 31, 1933, to include all ports.

†Exports to Europe only.

N. Y. HIDE FUTURE PRICES.

Saturday, Jan. 6, 1934—Close: Mar. 10.75@10.80; June 11.30@11.35; Sept. 11.65@11.80; Dec. 11.90@12.05; sales 22 lots. Closing unchanged to 5 points higher.

Monday, Jan. 8, 1934—Close: Mar. 10.55b; June 11.20 sale; Sept. 11.55@11.70; Dec. 11.80n; sales 14 lots. Closing 10@20 points lower than Saturday.

Tuesday, Jan. 9, 1934—Close: Mar. 10.30n; June 10.90@10.95; Sept. 11.25 sale; Dec. 11.50n; sales 32 lots. Closing 25@30 points lower.

Wednesday, Jan. 10, 1934—Close: Mar. 10.30n; June 10.95@10.90 sales; Sept. 11.25@11.35; Dec. 11.50b; sales 27 lots. Closing unchanged to 5 points higher.

Thursday, Jan. 11, 1934—Close: Mar. 10.25n; June 10.91; Sept. 11.25@11.26; Dec. 11.55@11.65; sales 20 lots. Closing 5 points lower to 5 higher.

Friday, Jan. 12, 1934—Close: Mar. 9.95n; June 10.65@10.70; Sept. 11.00@11.05; Dec. 11.25@11.45; sales 19 lots. Closing 25@30 points lower.

Hide and Skin Markets

Chicago.

PACKER HIDES — Packers sold a total of about 70,000 Dec.-Jan. hides this week at steady prices, with all business moving on the second day of the week. The market actually appeared slightly firmer, since the movement ran into Jan. hides at the unchanged prices. The kill of the previous week was short, due to the holiday, and the movement this week practically absorbed the full production of the previous week.

There were a number of orders in the market at unchanged prices as the week opened, with packers somewhat undecided as to testing out the strength of the market further. However, three packers finally accepted steady prices for the total of about 70,000 hides, and this completed the business for the week, so far.

The market continues sensitive to outside news of a financial and political character, but the statistical position of hides is fairly strong. News received from the shoe show at St. Louis this week indicates fairly good orders placed and the outlook for the opening up of shoe production shortly is promising.

Native steers sold this week at 10c; extreme light native steers quotable at 10c last paid. Butt branded steers sold at 10c, and Colorados at 9½c. Heavy Texas steers moved at 10c; light Texas steers quotable 9c last paid; extreme light Texas steers sold at 9½c.

Heavy native cows sold at 9½c; light native cows moved at 10c, flat; branded cows sold at 9½c, all steady prices.

A few native bulls sold recently at 6c; this price later declined, with packers' ideas 6½c. Branded bulls around 5½@6c, nom.

The week is closing with a complete lack of buying interest. However, packers' stocks are light and well sold up.

SMALL PACKER HIDES — Last trading locally in small packer all-weights, as reported previous week, was 7,000 Dec. production of some outside plants at 10c for native steers and cows and 9½c for branded. Market dull at present. Outside small packer lots quoted proportionately lower, feeling the competition of the more liberal offerings of country extremes.

Last reported trade in Pacific Coast market was at 8c for some Butcher-town hides, with some Nov.-Dec. packer hides later at 8½c, flat, for steers and cows, f.o.b. shipping points, previous week.

FOREIGN WET SALTED HIDES — Moderate trade in the South American market, with some fluctuation in prices. A pack of 4,000 frigorifico steers sold early equal to 12½c, c.i.f. New York, as against 12½c paid late last week; 1,000 B. A. light steers also sold equal to 11½c, and 5,000 frigorifico extremes at 13½c, about ½c up. Later, 4,000 Wilson steers sold to this country at 12½c, c.i.f. New York.

COUNTRY HIDES — Offerings of country hides are heavier, as usual at this season of the heavier country kill, but it is difficult for dealers to buy hides at interior points at prices low enough to operate profitably at the

prices available for the different selections. All-weights sold at 7½c, selected, delivered, for untrimmed hides; 7½c best bid at present, with up to 8c asked. Heavy steers and cows are dull, around 6½@6¾c, and buff weights sold at 8½c, trimmed, with market later quoted 8@8½c; the difficulty of disposing of the heavier hides has handicapped trading on countries. Extremes sold early at 9½c, trimmed, but hard to secure this later and quoted 9@9½c. Bulls and glues quoted 4@4½c. All-weight branded quoted around 6c, flat, less Chicago freight.

CALFSKINS — Some action still awaited on packer calfskins. Last trading in Nov. skins was at 21½@22c for preferred northern point heavies, 20½c for River point heavies, and 15½c for all lights. Packers talk steady prices in a nominal way for the heavies, and 16½c for the lights; buyers talking around 2c lower for heavies and about steady for lights.

Chicago city calfskins about steady; car Detroit city 8/10-lb. was reported early at 13c, steady with last sale at Chicago; car 10/15-lb. was reported at 16c, steady with last sale. Outside cities, 8/15-lb., quoted around 14@14½c; mixed cities and countries around 13c; straight countries 9@9½c. Chicago city light calf and deacons offered at \$1.00, last trading price.

KIPSKINS — Trading some time ago about cleaned up packer kipskins to Dec. 1st, at 15c for northern natives and 14c for northern over-weights, southern a cent less; branded sold at 12c. Market has been dull and these prices asked.

Chicago city kipskins quoted around 13c, nom. Outside cities 12½@13c, nom.; mixed cities and countries about 11c; straight countries 8½@9c.

Packer regular slunks quoted around 75@80c, nom., with some quiet trading.

HORSEHIDES — Market fairly steady, with choice city renderers quoted \$3.25@3.40, with inside price considered nearer market by some. Mixed city and country lots about \$2.85@3.00, and straight countries about \$2.75.

SHEEPSKINS — Dry pelts quoted 16@16½c for full wools, short wools 12c, pieces and torn skins 7@8c. Shearlings a bit more active; one packer reports selling two cars at 65c for No. 1's, 50c for No. 2's, and 40c for clips, with sales of couple cars reported in another direction at 60c, 50c, and 40c. Pickled skins last sold at \$4.00 per doz. straight run of packer lamb at Chicago and New York, for current production; this price reported bid, with \$4.25 asked; the recent easiness in this market has been due principally to the poor quality available at this season, running cockly. Packer woolled lambs sold at \$2.40 per cwt. live lamb, paid to an Iowa packer. Outside small packer lamb pelts \$1.40@1.45, with wool market fairly firm.

New York.

PACKER HIDES — Market steady and moderately active around late mid-week. Two packers each sold a car of native steers at 10c, butt branded steers 10c, and Colorados 9½c, Jan.

take-off. Another packer sold Jan. production, probably 8,000 hides, same basis.

CALFSKINS — Market active, with prices slightly mixed. Collectors sold 15,000 of the 5-7's at \$1.25, or 5c advance. About same quantity collectors' heavier skins sold, 7-9's at \$1.60 and 9-12's at \$2.40, slightly easier on the 7-9's and steady for the 9-12's. Packer calf quotable around 10c over these prices.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the five days ended January 6, 1934, were 4,099,000 lbs.; previous five days, 3,436,000 lbs.; same week last year, 2,997,000 lbs.

Shipments of hides from Chicago for the five days ended January 6, 1934, were 3,426,000 lbs.; previous five days, 4,817,000 lbs.; same week last year, 4,240,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Dec. 30, 1933:

Week ending:	New York	Boston	Phila.
Dec. 30, 1933	20,611	2,513	230
Dec. 23, 1933	20,130	2,513	230
Dec. 16, 1933	6,762	770	207
Dec. 9, 1933	27,798	770	207
Dec. 31, 1932	1,551,674	93,540	104,823
Dec. 24, 1932	2,953	4,305	7,977
	609,271	48,272	242,573

Total imports for the year to date include 1,750,637 hides as against 900,116 in the like period of 1932. In addition, imports at Norfolk totaled 211,219 for the six months ended with October against 172,149 in the 1932 period.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Jan. 12, 1934, with comparisons, are reported as follows:

PACKER HIDES.			
Week ended	Jan. 12.	Prev. week.	Cor. week, 1933.
Spr. nat.	10	10	10
strs.	10	10	10
Hvy. nat. strs.	10	10	10
Hvy. Tex. strs.	10	10	10
Hvy. butt brand	10	10	10
strs.	10	10	10
Hvy. Col. strs.	10	10	10
Ex-light Tex.	10	10	10
strs.	10	10	10
Brnd'd cows.	10	10	10
Hvy. nat. cows	10	10	10
Li. nat. cows	10	10	10
Nat. bulls	10	10	10
Brnd'd bulls	10	10	10
Calfskins	10	10	10
Kips, nat.	10	10	10
Kips, ov-wt.	10	10	10
Kips, brand'd	10	10	10
Slunks, reg.	10	10	10
Slunks, hris.	10	10	10

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	10	10	10
Branded	10	10	10
Nat. bulls	10	10	10
Brnd'd bulls	10	10	10
Calfskins	10	10	10
Kips	10	10	10
Slunks, reg.	10	10	10
Slunks, hris.	10	10	10

COUNTRY HIDES.			
Hvy. steers	10	10	10
Hvy. cows	10	10	10
Extremes	10	10	10
Bulls	10	10	10
Calfskins	10	10	10
Kips	10	10	10
Light calf	10	10	10
Deacons	10	10	10
Slunks, reg.	10	10	10
Slunks, hris.	10	10	10
Horsehides	10	10	10

SHEEPSKINS.			
Pkr. lams	10	10	10
Sml. pkr.	10	10	10
lams	10	10	10
Pkr. shearings	10	10	10
Dry pelts	10	10	10

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Jan. 11, 1934.

CATTLE—Compared with last Friday: Yearlings and light steers, 25@50c higher, light heifer and mixed yearlings showing maximum upturn. Light and long yearlings topped at \$7.00; numerous loads, \$6.50@6.85; heifer yearlings, up to \$6.50; bulk shortfeds, \$4.25@5.25; mediumweight and weighty steers, steady to 25c lower, bigweights scaling over 1,500 lbs. showing most downturn. All steers scaling over 1,100 lbs. were under pressure at close; best 1,454-lb. bullocks, \$5.75; 1,370 lbs., \$6.00; 1,246 lbs., \$6.30, these being outstanding cattle. Bulk weighty bullocks, \$5.50 downward; very fat but rough 1,685-lb. offerings, as low as \$3.75; cutter cows and bulls, 25@40c higher; fat cows, 25c up; vealers largely \$1.00 higher; heavy sausage bulls, up to \$3.65. Most cutter cows at close, \$2.00@2.75, with strongweight cutters as high as \$2.90; low cutters, \$1.75@2.40.

HOGS—Compared with last Friday: Market 15@25c lower, all classes sharing downturn. Heaviest receipts in nearly two years was main bearish influence. Week's top, \$3.75, late \$3.50; closing bulk, good to choice 180 to 210 lbs., \$3.40 and \$3.45; 220 to 290 lbs., \$3.25@3.40; 330 to 350 lbs., \$3.00@3.25; 140 to 170 lbs., \$3.00@3.45; pigs, \$2.25@2.75; packing sows, \$2.50@2.65, best around \$2.75.

SHEEP—Compared with last Friday: Lambs, mostly steady, having lost early gains on closing session; choice aged ewes, 25@35c higher. Continued light receipts were principal price stimulating factor. Shipping demand was relatively broad; top fat lambs, \$8.40; closing bulk, around \$8.00@8.15; clipped lambs, \$6.50@7.10, largely; fall shorns at \$6.75 upward; yearlings, \$6.00@7.00, bulk at inside; choice light range ewes, \$4.00@4.10.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Jan. 11, 1934.

CATTLE—Advances in cattle prices scored during early trading this week

were partly lost in Thursday's session. Compared with last Friday, steers closed steady to 25c higher on medium weight and yearling descriptions; heavy steers, 25c lower; mixed yearlings and heifers, mostly 25c higher; cow stuff, 25@40c higher; bulls, 15c higher; vealers, 50c higher. Top yearling steers for week registered \$6.35; best matured steers, \$6.25; majority of steers, \$4.10@5.75. Mixed yearlings topped at \$6.40; straight heifers, \$6.25; bulk good and choice kinds, \$5.50@6.00; medium fleshed kinds, \$4.50@5.00. Bulk of beef cows brought \$2.50@3.00; top, \$3.75; most low cutters, \$1.50@1.75. Top sausage bulls sold up to \$3.35; closing top, \$3.15; top vealers late, \$6.25.

HOGS—Porker prices declined 30@45c during the period under review, all weights and classes sharing the loss. Top Thursday, \$3.45; bulk of 150- to 300-lb. descriptions, \$3.15@3.40; packing sows, \$2.25@2.50.

SHEEP—Fat lambs advanced 25@50c since Friday of last week, sheep and yearlings ruling strong to 25c higher. Lambs topped at \$8.50; bulk, \$7.75@8.25; yearlings, \$5.75@6.50; fat ewes, \$3.00@3.50.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., Jan. 11, 1934.

CATTLE—Better grades of fed steers and yearlings scaling under 1,150 lbs. met the best demand and are selling at strong to 25c higher rates. Short feds held about steady. Stronger weights ruled rather slow and uneven, with values steady to 25c under last Friday. Choice 979-lb. yearlings scored \$6.65 for top, while several loads of good to choice light steers and yearlings went at \$5.75@6.60. Best weighty steers brought \$5.25, while bulk of fed offerings cleared from \$3.75@5.50. Light mixed yearlings and fed heifers are steady to strong. Demand was broad for slaughter cows, especially lower grades, and prices advanced 25@50c over late last week. Bulls ruled 15@25c higher, and vealers held about steady with the top at \$6.00.

HOGS—A weaker undertone developed in the hog market, and closing rates are mostly 10@15c under last Fri-

day. Some instances on weighty butchers are not more than 5c lower. Late top rested at \$3.30 on choice 180- to 250-lb. averages, while bulk of more desirable 170- to 300-lb. weights ranged from \$3.15@3.30. There was a fairly dependable outlet for better grades of underweights, and 140- to 160-lb. averages cleared from \$3.00@3.25 according to weight and finish. Packing sows held about steady for week, with \$2.40@2.75 taking most of throwouts.

SHEEP—Fat lamb prices advanced around 25c as compared with last Friday. On Wednesday, choice fed lambs reached \$8.00, highest paid since last August. Market weakened at finish, and on close a similar kind had to sell at \$7.85. Best natives reached this figure, while most of late sales of both natives and fed lambs bulked at \$7.40@7.85. Fall shorn offerings sold up to \$6.85, while recently clipped lambs ranged downward from \$6.15. Mature sheep closed strong, with best fat ewes at \$3.75, bulk selling \$3.50.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Jan. 10, 1934.

CATTLE—Slaughter steers and yearlings are unevenly steady to 25c higher for the week so far, extremes of quality showing most upturn. Slaughter cows and bulls are unevenly higher. Choice light weight fed steers sold today up to \$5.75, with 1,265-lb. steers \$5.65, good fed yearlings and light steers \$4.65@5.25, medium grade shortfeds down to \$3.75 or under. Desirable heifers brought \$4.00@4.50 or above, plainer lots down to \$2.00, low cutter and cutter-cows \$1.50@2.50, good beef cows to \$3.00 or more, medium to good bulls \$2.75@3.50, better vealers around \$4.50 down, practical top \$5.00.

HOGS—Hog prices declined at the week's opening, holding mostly steady on recent days. Better 160- to 250-lb. sold mainly at \$3.15@3.20, medium grades down to \$3.00 and below, most better 250- to 300-lb. \$3.00@3.15, better 130- to 150-lb. \$2.50@3.00, pigs mostly around \$2.25, bulk packing sows \$2.25@2.50.

SHEEP—Fat lamb prices are on the highest basis for the season to date, better grade native and fed western lambs selling today at \$7.50@7.85. Best slaughter ewes sold on recent days at \$3.75, also a new high for the season.

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OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Jan. 11, 1934.

CATTLE—Prices for fed steers and yearlings followed an uneven trend during the week. Good and choice yearlings had the buying preference and worked steadily higher, with an advance of 25¢@40¢ as compared with last Friday. Choice weighty steers held about steady, while short feds of all weights are weak to as much as 25¢ lower. Good and choice heifers held steady, with lower grades weak to a little lower. Cows are steady to 15¢ higher, lower grades up most. Bulls are strong to 10¢ higher, and vealers weak to 50¢ lower. Choice 1,016-lb. yearlings sold \$6.75; around 1,100-lb. weights, \$6.50; choice 1,200 lbs., \$6.00; and 1,300 lbs., \$5.75. Choice light heifers earned \$5.75.

HOGS—Compared with last Friday, hog prices are 15¢@35¢ lower. Thursday's top, \$3.15, with the following bulks: 180- to 260-lb. average, \$3.00@3.10; 260- to 310-lb. averages, \$2.85@3.00; 310- to 400-lb. average, \$2.60@2.85; 140- to 180-lb. averages, \$2.50@3.00; pigs, \$1.75@2.00; packing sows, \$2.15@2.50; stags, \$1.75@2.25.

SHEEP—Compared with last Friday: Lambs, 15¢@25¢ higher; yearlings and matured sheep, 25¢ higher. Thursday's bulk fed woolled lambs, \$7.75@7.85; top, \$7.85; week's top, \$8.00; fed clipped lambs, \$6.25@6.60; good and choice yearlings, \$4.75@6.25; good and choice ewes, \$2.50@3.75.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Jan. 11, 1934.

CATTLE—Scarcity brought strong to 25¢ higher values for better grades slaughter steers and yearlings, but liberal short fed offerings suffered minor price reductions from last Friday. Choice yearlings earned \$6.25@6.50; medium weight beefs, up to \$6.25; majority, \$4.25@5.35. Heifers indicated little change, while beef cows ruled strong to 25¢ higher. Small lots of choice heifers, \$5.50@5.60. Beef cows bulked late at \$2.50@3.00, and most low cutters and cutters earned \$1.60@2.50. Medium bulls advanced to \$3.25, but closed about steady at \$3.00 down. Vealers remained firm, and all interests paid up to \$5.00.

HOGS—Increased receipts proved a bearish factor, and hog prices ruled lower despite an improved shipping demand. Most slaughter classes were quoted 15¢@25¢ under last Friday's levels, with heavy butchers suffering most decline. Thursday's top held at \$3.15, while bulk of 170- to 270-lb. weights ranged \$3.00@3.10. Most 270- to 300-lb. butchers scored \$2.90@3.00, with 360-lb. heavies down to \$2.75. Light lights cleared at \$2.60@3.00. Odd lots packing sows moved at \$2.40@2.60.

SHEEP—A strong undertone featured outlet for slaughter classes, and compared with last Friday fat woolled lambs and sheep showed a 15¢@25¢ advance at mid-week. Bulk fed woolled lambs cleared at \$7.75 to mostly \$8.00; week's top, \$8.00; fed clipped offerings, \$6.50@6.75; fall shorn fed lambs, \$7.15.

Later buyers made a determined play for reductions. Fat ewes moved mainly \$3.00@3.50; choice 120-lb. offerings, up to \$3.75.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Jan. 11, 1934.

Hog receipts were unusually heavy at 22 concentration points and 7 packing plants in Iowa and Minnesota the past week and current quotations were mostly 10¢@25¢ under last Saturday. Better grade 180- to 240-lb. weights predominated and bulked at \$2.90@3.25, mostly \$3.00@3.15 today; better grade 150 to 170 lbs., mostly \$2.65@3.15, odd lots of heavy butchers, \$2.50@3.00; packing sows, \$2.15@2.60.

Receipts of hogs unloaded daily at these 22 concentration points and 14 packing plants for the week ended Jan. 4, were as follows:

	This week.	Last week.
Fri., Jan. 5.....	30,100	35,500
Sat., Jan. 6.....	44,100	26,400
Mon., Jan. 8.....	80,700	Holiday
Tues., Jan. 9.....	19,400	55,100
Wed., Jan. 10.....	27,300	39,000
Thurs., Jan. 11.....	39,200	57,600

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week Jan. 4:

BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Jan. 4.	Prev. week.	Same week, 1932.
Toronto.....	\$ 8.25	\$ 8.00	\$ 4.25
Montreal.....	5.90	5.40	4.50
Winnipeg.....	4.75	5.00	4.00
Calgary.....	4.35	4.10	3.50
Edmonton.....	4.50	4.50	4.00
Prince Albert.....	3.25	....	2.00
Moose Jaw.....	3.75	....	2.50
Saskatoon.....	3.95	....	2.75

VEAL CALVES.

	Week ended Jan. 4.	Prev. week.	Same week, 1932.
Toronto.....	\$ 8.00	\$ 8.00	\$ 7.25
Montreal.....	8.00	7.50	6.50
Winnipeg.....	7.50	7.00	6.50
Calgary.....	4.25	3.50	4.50
Edmonton.....	5.00	4.50	4.00
Prince Albert.....	....	....	....
Moose Jaw.....	4.00	....	....
Saskatoon.....	5.00	4.75	4.00

SELECT BACON HOGS.

	Week ended Jan. 4.	Prev. week.	Same week, 1932.
Toronto.....	\$ 7.65	\$ 7.50	\$ 4.35
Montreal.....	7.95	7.50	4.50
Winnipeg.....	7.25	6.85	3.50
Calgary.....	6.75	6.60	3.35
Edmonton.....	6.75	6.60	3.25
Prince Albert.....	6.85	6.55	3.20
Moose Jaw.....	7.00	6.90	3.25
Saskatoon.....	6.95	6.55	3.20

GOOD LAMBS.

	Week ended Jan. 4.	Prev. week.	Same week, 1932.
Toronto.....	\$ 7.75	\$ 8.00	\$ 6.25
Montreal.....	6.00	5.25	5.50
Winnipeg.....	6.00	6.00	4.75
Calgary.....	5.00	5.25	3.75
Edmonton.....	6.00	6.00	3.75
Prince Albert.....	....	....	....
Moose Jaw.....	5.00	....	3.50
Saskatoon.....	....	4.00	3.50

*A few Spring Lambs sold for \$7.50 each.

DEC. FEDERAL SLAUGHTERS.

Federal inspected slaughter of all classes of livestock during December in thousands:

	Cattle.	Calves.	Sheep & lambs.	Swine.
Baltimore.....	6,374	1,715	(2)	67,155
Buffalo.....	5,913	1,702	8,202	81,362
Chicago.....	129,847	34,710	285,454	783,291
Cincinnati.....	12,218	4,952	4,938	78,563
Cleveland.....	4,567	(2)	(2)	51,341
Denver.....	7,644	1,363	(2)	26,392
Detroit.....	5,158	4,132	15,160	83,259
St. Louis.....	19,727	18,759	11,558	28,814
Kansas City.....	65,906	23,040	116,396	241,084
Los Angeles.....	11,280	3,238	28,534	23,877
Milwaukee.....	17,803	48,774	7,846	114,797
Nat'l Stock Yds.....	50,017	26,571	34,687	205,937
New York.....	39,170	49,476	202,687	(2)
Omaha.....	71,151	5,931	138,792	156,963
Philadelphia.....	5,754	7,258	14,393	77,165
St. Paul.....	42,967	2,960	75,367	170,657
So. St. Joseph.....	23,286	(2)	(2)	126,059
So. St. Paul.....	39,716	54,433	69,157	249,768
All other Stations.....	160,255	112,841	381,944	1,902,500

Total:				
Dec., 1933.....	720,753	401,855	1,390,115	4,529,694
Dec., 1932.....	567,024	326,783	1,204,262	4,583,577
5-yr. Dec. av.....	653,897	359,973	1,283,053	5,006,355
Jan.-Dec., 1933 (8).....	8,655	4,907	17,354	47,226
Jan.-Dec., 1932 (8).....	7,625	4,492	17,899	45,245
Jan.-Dec. 5-yr. av. (8).....	8,130	4,594	16,036	46,505
New York area (2).....	39,268	59,725	248,773	238,858

Horse slaughter under federal inspection totaled 3,982 head in December as against 5,299 in December, 1932. For the twelve months ended with December horse slaughter total 42,304 head compared with 64,165 head in the same period a year ago.

(1) Corresponding periods of 1932 and 5-year averages equal 100.

(2) Included in "all stations."

(3) Thousand omitted.

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Jan. 6, 1934:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	4,832	8,967	4,671	34,469
Central Union.....	2,253	1,793	....	9,826
New York.....	28	2,067	4,674	5,136
Total.....	7,088	12,527	9,345	49,370
Previous week.....	5,360	10,011	23,958	37,141
Two weeks ago.....	7,833	11,433	25,169	43,760

DEC. BUFFALO LIVESTOCK.

Receipts and disposition of livestock, Buffalo, N. Y., for December, 1933, are furnished by the Buffalo Stock Yards Co. as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts.....	12,307	21,668	58,272	50,703
Shipments.....	5,449	17,948	27,038	44,152
Local slaughter.....	6,337	3,410	31,889	14,564

LOSSES FROM BRUISES.

Are your men posted on the abuses that cost money in handling live hogs? Have them read chapter 1 of "PORK PACKING," The National Provisioner's latest book.

KENNETT-MURRAY

LIVESTOCK BUYING ORGANIZATION

Cincinnati, Ohio

Detroit, Mich. Dayton, Ohio

Louisville, Ky. Lafayette, Ind. Montgomery, Ala.

Indianapolis, Ind.

Nashville, Tenn. Omaha, Neb.

Sioux City, Ia.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Jan. 6, 1934, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,905	4,712	8,618
Swift & Co.	4,388	793	14,336
Morris & Co.	1,970	.....	4,760
Wilson & Co.	4,177	7,307	7,417
Anglo-Amer. Prov. Co.	1,316	.....	.....
G. H. Hammond Co.	2,081	723	.....
Libby, McNeill & Libby.	582	.....	.....
Shippers	11,036	18,332	18,914
Others	7,736	39,206	12,374
Brennan Pkg. Co., 5,199 hogs; Boyd, Lunham & Co., 595 hogs; Hygrade Food Products Corp., 7,063 hogs; Azar Pkg. Co., 6,505 hogs.			

Total: 38,405 cattle, 8,942 calves, 89,775 hogs, 66,310 sheep.

Not including 1,289 cattle, 1,554 calves, 59,343 hogs and 6,910 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,093	688	2,817	2,510
Cudahy Pkg. Co.	2,081	723	.....	2,305
Morris & Co.	2,450	625	.....	2,606
Swift & Co.	2,740	826	3,571	5,121
Wilson & Co.	2,400	835	2,637	3,807
Independent Pkg. Co. ....	.....	184	.....	.....
Others	3,912	89	3,370	4,091
Total	16,775	3,786	13,300	23,340

OMAHA.

	Cattle & Calves.	Hogs.	Sheep.
Armour and Co.	4,906	12,701	7,101
Cudahy Pkg. Co.	3,943	9,198	7,268
Dold Pkg. Co.	735	7,860	.....
Morris & Co.	1,760	524	1,831
Swift & Co.	4,230	7,312	7,138
Others .....	.....	19,398	.....

Eagle Pkg. Co., 5 cattle; Geo. Hoffman Pkg. Co., 31 cattle; Grt. Omaha Pkg. Co., 40 cattle; Omaha Pkg. Co., 71 cattle; J. Roth & Sons, 40 cattle; So. Omaha Pkg. Co., 30 cattle; Lincoln Pkg. Co., 334 cattle; Nagle Pkg. Co., 273 cattle; Sinclair Pkg. Co., 125 cattle; Wilson & Co., 228 cattle.

Total: 16,849 cattle and calves; 56,963 hogs; 23,338 sheep.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,760	2,485	4,576	2,272
Swift & Co.	2,585	2,474	4,923	2,811
Morris & Co.	947	638	.....	488
Hunter Pkg. Co.	1,152	.....	5,244	543
Heli Pkg. Co. ....	.....	.....	2,019	.....
Krey Pkg. Co. ....	.....	.....	1,982	.....
Shippers	2,240	3,414	15,236	1,775
Others	2,677	226	12,315	694
Total	11,379	9,237	46,398	8,403

Not including 3,067 cattle, 2,238 calves, 24,082 hogs and 867 sheep bought direct.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Krey Pkg. Co. ....	.....	.....	165	125
Sleight Pkg. Co. ....	.....	.....	830	.....
Laclede Pkg. Co.	46	.....	463	.....
American Pkg. Co. ....	.....	.....	61	.....
Sokolik Pkg. Co.	56	27	.....	32
Glazer Pkg. Co. ....	.....	.....	18	.....
Shippers	239	826	327	.....
Others	51	5	110	18
Total	321	328	2,464	520

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,193	192	17,467	4,726
Armour and Co.	3,763	244	15,986	5,110
Swift & Co.	2,124	166	10,704	2,126
Shippers	1,237	3	5,802	951
Others	184	8	56	.....
Total	10,501	613	50,015	12,013

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,663	511	12,583	8,885
Armour and Co.	3,229	482	11,206	4,396
Others	592	32	1,377	.....
Total	6,484	1,025	25,169	13,281

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,599	261	1,007	512
Wilson & Co.	1,745	251	1,239	616
Others	97	28	484	.....
Total	3,441	540	2,820	1,128

Not including 20 cattle and 1,071 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	907	413	730	1,290
Dold Pkg. Co.	892	39	479	55
Wichita D. B. Co.	17	.....	.....	.....
Dunn-Ostergat	92	.....	318	.....
Fred W. Dold & Sons	63	.....	118	.....
Snuflower Pkg. Co. ....	.....	.....	.....	.....
Total	1,829	452	1,645	1,345

Not including 2,599 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	416	106	1,240	6,655
Armour and Co.	386	129	1,824	6,990
Others	903	127	2,553	2,080
Total	1,705	422	5,626	15,725

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,438	9,291	9,005	1,143
U.D.B. Co., N.Y.	33	.....	.....	.....
The Layton Co. ....	.....	.....	1,430	.....
R. Gumz & Co.	87	6	44	16
Armour & Co., Mil.	612	4,608	.....	.....
Armour & Co., Chi.	410	85	.....	.....
N.Y.B.D.M.Co., N.Y.	20	.....	.....	.....
Shippers	160	15	63	1
Others	635	409	103	185
Total	4,404	14,329	10,735	1,345

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,593	4,633	13,745	6,556
Cudahy Pkg. Co.	251	1,014	.....	.....
Swift & Co.	3,577	6,997	21,466	10,998
United Pkg. Co.	1,389	85	.....	.....
Others	1,113	26	13,194	1,797
Total	8,923	12,765	49,405	19,261

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,650	932	10,249	1,803
Armour and Co.	468	126	1,760	28
Hilgemeyer Bros.	10	.....	1,080	.....
Brown Bros.	132	19	.....	.....
Stumpf Bros. ....	.....	.....	111	.....
Schussler Pkg. Co.	18	.....	261	.....
Meier Pkg. Co.	81	.....	223	.....
Indiana Prov. Co.	13	13	142	.....
Maass Hartman	25	6	.....	.....
Art Wabnitz	20	60	.....	10
Shippers	1,346	2,047	25,855	4,241
Others	467	241	226	253
Total	4,260	3,444	39,907	6,344

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons. ....	.....	.....	.....	140
Ideal Pkg. Co. ....	.....	.....	570	.....
E. Kahn's Sons Co.	900	311	4,893	612
Kroger G. & B. Co.	184	111	565	.....
J. Lohrey Pkg. Co.	9	.....	357	.....
H. H. Meyer Pkg. Co.	9	.....	3,137	.....
A. Sander Pkg. Co.	5	.....	943	.....
J. Schlachter Sons.	140	235	2,480	49
J. & F. Schroth Pkg. Co.	18	.....	.....	.....
J. F. Stegner & Co.	341	213	.....	.....
Shippers	279	622	2,835	151
Others	1,046	477	576	216
Total	2,996	1,969	16,156	1,068

Not including 668 cattle, 116 calves, 5,788 hogs and 594 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Jan. 6, 1934, with comparisons:

CATTLE.

	Week ended, Jan. 6.	Prev. week, 1933.	Cor. week, 1933.
Chicago	38,405	40,073	28,284
Kansas City	16,775	14,304	16,924
Omaha	16,849	12,729	18,226
East St. Louis	11,379	9,120	8,631
St. Louis	521	459	.....
St. Joseph	6,484	5,158	5,384
Sioux City	10,501	8,615	7,538
Oklahoma City	3,441	2,674	2,694
Wichita	1,829	998	1,064
Denver	1,705	2,698	1,589
St. Paul	8,923	6,554	5,886
Milwaukee	4,404	2,182	2,013
Indianapolis	4,260	3,820	3,059
Cincinnati	2,996	2,739	2,253
Total	128,481	112,132	98,525

HOGS.

	Week ended, Jan. 6.	Prev. week, 1933.	Cor. week, 1933.
Chicago	89,775	81,826	81,448
Kansas City	13,300	15,878	17,417
Omaha	56,963	28,369	43,650
East St. Louis	46,398	46,590	48,059
St. Louis	2,464	3,565	.....
St. Joseph	25,169	22,632	29,936
Sioux City	50,015	29,693	37,564
Oklahoma City	2,820	2,871	5,774
Wichita	1,645	4,084	3,987
Denver	1,698	4,468	.....
St. Paul	48,405	40,008	57,660
Milwaukee	10,735	8,697	15,482
Indianapolis	39,907	33,761	22,928
Cincinnati	16,156	21,305	14,344
Total	409,378	346,475	382,747

SHEEP.

	Week ended, Jan. 6.	Prev. week, 1933.	Cor. week, 1933.
Chicago	66,310	65,372	60,748
Kansas City	23,340	20,436	17,589
Omaha	23,338	25,654	14,065
East St. Louis	8,483	7,865	7,804
St. Louis	520	1,191	.....
St. Joseph	13,281	10,795	12,064
Sioux City	12,013	15,969	8,077
Oklahoma City	1,128	922	940
Wichita	1,345	1,793	715
Denver	15,725	20,593	2,788
St. Paul	19,261	11,875	10,674
Milwaukee	1,341	898	908
Indianapolis	6,344	5,900	5,762
Cincinnati	1,068	616	1,370
Total	194,400	204,409	149,701

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 1	10,409	1,416	18,790	9,283
Tues., Jan. 2	9,474	2,138	25,049	15,396
Wed., Jan. 3	11,373	3,243	39,173	15,270
Thurs., Jan. 4	6,590	3,269	37,312	11,957
Fri., Jan. 5	1,897	528	30,674	8,442
Sat., Jan. 6	200	200	17,000	4,000
Total this week	39,954	10,794	158,953	64,348
Previous week	31,495	5,235	144,502	58,212
Year ago	33,859	7,018	139,772	73,539
Two years ago	52,683	9,693	213,042	123,102

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 1	2,290	192	2,975	2,819
Tues., Jan. 2	1,971	205	3,886	3,980
Wed., Jan. 3	3,418	192	2,500	2,302
Thurs., Jan. 4	2,067	465	4,621	5,937
Fri., Jan. 5	879	148	3,350	3,434
Sat., Jan. 6	200	100	1,000	2,000
Total this week	10,795	1,302	18,341	20,472
Previous week	8,411	744	11,361	12,029
Year ago	12,062	980	27,698	29,382
Two years ago	16,900	1,349	64,235	44,814

Total receipts for month and year to Jan. 6, with comparisons:

	1934.	1933.	Gain.	Loss.
Cattle	39,954	33,743	6,211	.....
Calves	10,794	6,913	3,881	.....
Hogs	158,953	119,484	39,469	.....
Sheep	64,348	67,329	.....	2,981

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Jan. 6. \$	5.30	3.40	3.75	7.55
Previous week	5.25	3.30	2.75	7.40
1933	4.95	3.05	1.85	5.85
1932	7.10	4.15	2.05	6.10
1931	9.75	7.65	2.85	7.00

RECEIPTS AT CENTERS

SATURDAY, JANUARY 6, 1934.

	Cattle.	Hogs.	Sheep.
Chicago	200	17,000	4,000
Kansas City	200	700	1,200
Omaha	100	4,500	3,000
St. Louis	200	2,500	100
St. Joseph	200	2,400	5,400
Sioux City	200	3,000	500
St. Paul	400	2,500	4,000
Fort Worth	200	300	300
Milwaukee	200	200	200
Denver	1,300	1,000	1,000
Louisville	200	400	100
Wichita	300	500	300
Indianapolis	100	3,000	100
Pittsburgh	100	1,500	300
Cincinnati	100	1,000	200
Buffalo	100	1,700	200
Nashville	200	500	200
Oklahoma City	200	300	300

MONDAY, JANUARY 8, 1934.

Chicago	16,000	45,000	20,000
Kansas City	12,000	4,000	6,500
Omaha	11,000	13,500	9,000
St. Louis	3,500	12,500	1,500
St. Joseph	1,800	6,500	500
Sioux City	4,000	10,500	7,500
St. Paul	2,600	11,000	12,000
Fort Worth	1,300	500	500
Milwaukee	800	2,500	200
Denver	300	500	8,300
Louisville	300	500	500
Wichita	500	1,300	600
Indianapolis	600	8,000	1,000
Pittsburgh	400	4,500	1,300
Cincinnati	1,500	4,300	400
Buffalo	1,800	7,000	3,000
Cleveland	900	2,200	1,500
Nashville	400	800	200
Oklahoma City	900	500	7,500

TUESDAY, JANUARY 9, 1934.

Chicago	10,000	35,000	13,000
Kansas City	6,000	3,500	7,500
Omaha	6,500	12,000	6,000
St. Louis	4,800	13,000	2,000
St. Joseph	1,500	7,000	8,000
Sioux City	3,500	10,500	3,000
St. Paul	2,500	10,000	3,500
Fort Worth	1,000	500	500
Milwaukee	900	2,200	300
Denver	500	1,500	3,300
Louisville	500	500	100
Wichita	500	700	200
Indianapolis	2,200	10,000	2,000
Pittsburgh	1,500	1,000	1,000
Cincinnati	600	4,000	200
Buffalo	1,000	2,000	200
Cleveland	200	800	500
Nashville	200	600	200
Oklahoma City	1,400	400	300

WEDNESDAY, JANUARY 10, 1934.

Chicago	12,000	34,000	10,000
Kansas City	5,500	3,000	4,500
Omaha	6,500	16,500	8,000
St. Louis	2,500	9,000	1,200
St. Joseph	2,200	8,500	4,000
Sioux City	3,500	15,500	3,000
St. Paul	3,000	13,500	3,300
Fort Worth	1,000	700	500
Milwaukee	900	2,000	200
Denver	1,000	1,000	6,000
Louisville	200	700	200
Wichita	500	900	300
Indianapolis	1,400	8,000	1,200
Pittsburgh	1,500	2,500	300
Cincinnati	600	5,500	100
Buffalo	100	1,300	600
Cleveland	400	1,700	1,000
Nashville	400	300	100
Oklahoma City	1,000	700	500

THURSDAY, JANUARY 11, 1934.

Chicago	7,000	40,000	18,000
Kansas City	3,000	3,000	7,000
Omaha	4,800	17,500	9,000
St. Louis	2,500	10,500	1,200
St. Joseph	2,200	8,500	3,000
Sioux City	3,500	14,500	4,000
St. Paul	2,300	11,000	4,800
Fort Worth	1,000	700	800
Milwaukee	1,000	1,400	200
Denver	1,000	1,700	3,000
Louisville	100	600	100
Wichita	300	900	400
Indianapolis	700	7,000	1,200
Pittsburgh	1,500	2,500	800
Cincinnati	1,000	4,000	700
Buffalo	100	1,400	600
Cleveland	600	1,300	1,500
Nashville	200	300	200
Oklahoma City	1,000	500	100

FRIDAY, JANUARY 12, 1934.

Chicago	3,000	30,000	10,000
Kansas City	1,000	2,000	4,000
Omaha	1,800	10,000	4,500
St. Louis	1,200	6,500	1,500
St. Joseph	800	6,500	4,500
Sioux City	1,500	13,000	3,000
St. Paul	2,700	14,000	4,000
Fort Worth	1,200	800	400
Denver	800	2,800	4,600
Wichita	200	800	300
Indianapolis	400	6,000	2,000
Pittsburgh	100	300	300
Cincinnati	100	400	200
Buffalo	150	3,000	800

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Jan. 11, 1934, as reported by the U. S. Bureau of Agricultural Economics:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
Lt. lt. (140-150 lbs.) gd.-ch.	\$3.00@ 3.45	\$2.85@ 3.40	\$2.50@ 3.00	\$2.75@ 3.25	\$2.35@ 3.05
Lt. wt. (160-180 lbs.) gd.-ch.	3.15@ 3.45	3.35@ 3.40	2.75@ 3.05	3.00@ 3.30	3.00@ 3.05
(180-200 lbs.) gd.-ch.	3.35@ 3.50	3.35@ 3.40	3.00@ 3.15	3.20@ 3.30	3.00@ 3.05
Med. wt. (200-220 lbs.) gd.-ch.	3.35@ 3.50	3.35@ 3.40	3.00@ 3.15	3.20@ 3.30	3.00@ 3.05
(220-250 lbs.) gd.-ch.	3.30@ 3.45	3.20@ 3.40	3.00@ 3.15	3.15@ 3.30	2.85@ 3.05
Hvy. wt. (250-280 lbs.) gd.-ch.	3.20@ 3.40	3.15@ 3.30	2.80@ 3.05	3.10@ 3.25	2.80@ 3.05
(280-350 lbs.) gd.-ch.	3.00@ 3.30	3.10@ 3.25	2.60@ 3.00	3.00@ 3.20	2.70@ 2.95
Pkg. sows (275-500 lbs.) med.-ch.	2.85@ 2.80	2.40@ 2.60	2.40@ 2.50	2.60@ 2.75	2.30@ 2.45
(350-425 lbs.) good	2.55@ 2.70	2.30@ 2.50	2.35@ 2.45	2.50@ 2.60	2.15@ 2.35
(325-550 lbs.) good	2.45@ 2.60	2.25@ 2.40	2.25@ 2.40	2.35@ 2.50	2.00@ 2.25
(275-550 lbs.) good	2.35@ 2.65	2.20@ 2.40	2.25@ 2.40	2.30@ 2.50	2.00@ 2.30
Sltr. pigs (100-130 lbs.) gd.-ch.	2.25@ 3.00	2.00@ 2.75	.....	2.25@ 3.00	2.00@ 2.50
Av. cost & wt. Wed. (Pigs excl.)	3.37-233 lbs.	3.25-212 lbs.	2.90-244 lbs.	3.13-223 lbs.	.....

Slaughter Cattle and Calves:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
STEERS (600-900 LBS.):					
Choice	6.50@ 7.25	6.25@ 6.50	6.25@ 6.75	6.35@ 6.75	5.65@ 6.40
Good	5.50@ 6.75	5.50@ 6.25	5.50@ 6.25	5.50@ 6.35	4.85@ 5.65
Medium	4.75@ 5.75	4.25@ 5.50	4.50@ 5.50	4.25@ 5.50	3.75@ 4.85
Common	3.25@ 4.75	3.00@ 4.25	3.00@ 4.50	3.00@ 4.25	2.75@ 3.75
STEERS (900-1100 LBS.):					
Choice	6.25@ 7.00	6.25@ 6.50	6.00@ 6.75	6.15@ 6.75	5.50@ 6.35
Good	5.50@ 6.50	5.25@ 6.25	5.25@ 6.25	5.15@ 6.35	4.65@ 5.65
Medium	4.75@ 5.50	4.25@ 5.40	4.50@ 5.50	4.00@ 5.50	3.50@ 4.75
Common	3.25@ 4.50	3.00@ 4.25	3.00@ 4.50	2.75@ 4.25	2.65@ 3.75
STEERS (1100-1300 LBS.):					
Choice	5.75@ 6.90	5.25@ 6.50	5.15@ 6.40	5.00@ 6.50	5.25@ 6.15
Good	5.00@ 6.25	5.00@ 6.25	4.00@ 6.00	4.00@ 5.85	4.50@ 5.50
Medium	4.00@ 5.25	3.75@ 5.25	3.75@ 5.25	3.25@ 5.00	3.25@ 4.65
STEERS (1300-1500 LBS.):					
Choice	4.75@ 6.00	5.00@ 5.75	4.50@ 5.65	4.25@ 5.50	4.85@ 5.65
Good	3.75@ 5.25	4.25@ 5.25	3.75@ 5.00	3.60@ 4.85	3.65@ 5.00
HEIFERS (550-850 LBS.):					
Choice	6.00@ 6.50	6.00@ 6.50	5.50@ 6.00	5.65@ 6.25	5.35@ 6.00
Good	4.75@ 6.00	5.50@ 6.00	4.50@ 5.50	4.50@ 5.75	4.50@ 5.35
Medium	3.00@ 4.50	3.00@ 5.50	2.75@ 4.50	2.75@ 4.85	2.75@ 4.50
Common	4.50@ 6.25	.....	4.50@ 5.85	4.50@ 6.00	4.15@ 5.75

COWS:

Choice	3.00@ 4.75	.....	2.75@ 4.50	2.75@ 4.50	2.50@ 4.35
Good	3.40@ 4.25	3.35@ 3.75	2.85@ 3.75	3.35@ 3.50	2.85@ 3.50
Com-med.	2.90@ 3.40	2.50@ 3.25	2.50@ 3.25	2.50@ 3.40	2.50@ 3.55
Low cutter and beef	1.75@ 2.90	1.25@ 2.50	1.65@ 2.50	1.75@ 2.75	1.35@ 2.50

BULLS (YRLS. EX. BEEF):

Good-choice	3.40@ 3.75	3.15@ 3.50	2.65@ 3.25	3.00@ 3.25	3.00@ 3.50
Cul-med.	2.85@ 3.65	2.25@ 3.15	2.15@ 2.90	1.85@ 3.00	2.25@ 3.25

VEALERS (MILK FED):

Good-choice	5.00@ 6.50	4.75@ 6.25	4.50@ 5.50	4.50@ 6.00	4.00@ 5.50
Medium	3.50@ 4.75	3.75@ 4.75	3.50@ 4.50	3.00@ 4.50	2.75@ 4.00
Cul-med.	2.50@ 3.50	2.00@ 3.75	2.50@ 3.50	2.00@ 3.00	1.50@ 2.75

CALVES (350-500 LBS.):

Good-choice	3.00@ 4.00	4.00@ 5.00	3.25@ 4.25	3.50@ 4.50	3.25@ 5.00
Cul-med.	2.00@ 3.00	2.00@ 4.00	2.00@ 3.25	2.00@ 3.50	1.75@ 3.25

Slaughter Sheep and Lambs:

LAMBS:					
(90 lbs. down) gd.-ch.	7.50@ 8.25	7.25@ 8.35	7.50@ 7.85	7.00@ 7.85	7.25@ 7.75
Com-med.	5.25@ 7.75	4.50@ 7.50	5.50@ 7.50	5.00@ 7.00	5.00@ 7.25
(90-98 lbs.) gd.-ch.	7.00@ 8.10	7.25@ 8.25	7.25@ 7.85	6.75@ 7.85	7.00@ 7.75
YEARLING WETHERS:					
(90-110 lbs.) gd.-ch.	5.25@ 7.00	5.00@ 6.75	4.75@ 6.25	5.50@ 6.25	.....
Medium	4.00@ 5.25	4.00@ 5.00	3.75@ 4.75	4.75@ 5.50	5.00@ 6.25
EWES:					
(90-120 lbs.) gd.-ch.	2.75@ 4.10	2.75@ 3.75	2.25@ 3.75	2.75@ 3.75	4.00@ 5.00
(120-150 lbs.) gd.-ch.	2.25@ 3.75	2.25@ 3.50	2.00@ 3.50	2.50@ 3.50	2.75@ 3.75
(All weights) Com-med.	1.50@ 2.75	1.50@ 2.75	1.00@ 2.25	1.25@ 2.75	2.25@ 3.75

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended January 6, 1934.

	Week ended, Jan. 6, 1934.	Prev. week, 1933.	Cor.
Chicago	28,638	40,300	22,370
Kansas City	20,561	16,329	18,859
Omaha	16,935	12,618	13,039
East St. Louis	14,953	11,073	9,358
St. Joseph	7,104	5,704	4,633
St. Louis	10,501	8,655	5,839
Wichita	2,281	1,424	1,424
Fort Worth	2,738	3,311	3,671
Philadelphia	1,776	1,487	1,662
Indianapolis	1,724	1,500	1,176
New York & Jersey City	8,031	8,086	6,854
Oklahoma City	4,001	3,083	4,087
Cincinnati	3,082	3,203	3,264
Denver	2,127	2,989	2,033
St. Paul	7,810	6,006	5,958
Milwaukee	3,829	2,174	2,562
Total	137,011	128,602	106,890

HOGS.

Reported to THE NATIONAL PROVISIONER:			
		Week ended Jan. 6.	Cor. week. 1932.
Chicago	137,009	143,220	102,597
Kansas City	37,374	50,046	22,703
Omaha	41,898	21,207	43,488
East St. Louis	30,162	31,582	26,512
St. Joseph	24,251	22,477	22,947
St. Louis	50,015	28,093	32,618
Wichita	4,244	2,413	8,488
Fort Worth	5,595	4,224	4,008
Philadelphia	18,499	3,888	14,429
Indianapolis	12,222	14,187	13,193
New York & Jersey City	51,226	57,000	42,167
Oklahoma City	3,891	3,218	8,243
Cincinnati	16,359	16,374	19,574
Denver	5,626	7,007	8,218
Chicago	146,144	164,726	138,994
Kansas City, Kan.	37,574	50,046	40,463
Omaha	36,888	28,015	46,810
St. Louis & East St. Louis	37,861	48,000	47,707
St. Louis City	37,867	31,340	28,305
St. Joseph	24,542	24,753	50,317
St. Paul	50,142	42,681	19,496
N. Y., Newark, J. C.	46,321	60,356	54,613
Total	422,817	440,385	408,481

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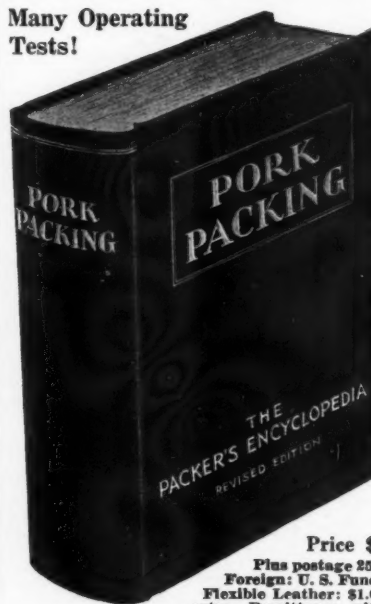
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- IV—Chilling and Refrigeration
- V—Pork Cutting
- VI—Pork Trimming
- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
- IX—Lard Manufacture
- X—Provision Trading Rules
- XI—Curing Pork Meats
- XII—Soaking and Smoking Meats
- XIII—Packing Fancy Meats
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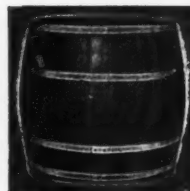
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CHICAGO SECTION

Dr. R. F. Eagle, vice president of Wilson & Co., is spending several days in Washington.

Mrs. Jay E. Decker and daughter, Dorothy, of Mason City, Ia., are in Chicago this week attending the opera.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 22,002 cattle, 4,389 calves, 80,293 hogs, 38,119 sheep.

Louis Zentner, manager of the Hamburg branch of the Independent Casing Co., Chicago, after spending some time in this country, has now returned to Europe.

Edward N. Wentworth, director of Armour's Live Stock Bureau, is attending the American National Live Stock Association meeting in Albuquerque this week.

Thomas E. Wilson, president of Wilson & Co., is in Albuquerque, N. M., this week, where he addressed the American National Live Stock Association on Thursday.

J. H. Michaeli, of Safety Refrigeration, Inc., New York City, spent several days in Chicago this week and is now on his way West for quite an extended trip. Mr. Michaeli is located in New Haven, Conn.

W. F. Price, vice president and general manager of the Jacob Dold Packing Co., Buffalo, N. Y., stopped in Chicago this week on his way home from his annual holiday vacation spent with his mother in Texas.

Charles E. Lampman, for many years an employee in the traffic department of Morris & Company at Chicago, died at his home in Arcadia, Calif., on December 30. He retired at the age of 55 and moved to California to spend his declining years.

George W. Kalbitzer, well-known packinghouse man, has established himself in the sausage manufacturing business at Mt. Lebanon, a suburb of Pittsburgh, Pa. He will manufacture a full line of fresh and smoked sausage and will boil and bake hams.

Provision shipments from Chicago for the week ended Jan. 6, 1934, with comparisons, were as follows:

	5 days to Jan. 6	Previous 5 days	Same week, '33
Cured meats, lbs.	16,834,000	12,705,000	11,955,000
Fresh meats, lbs.	42,921,000	49,282,000	37,122,000
Lard, lbs.	6,306,000	7,863,000	10,399,000

J. J. Ferguson, of Swift & Company, returned last week with Mrs. Ferguson from a vacation visit to the lower Florida keys, where he attained fame as a fisherman which is resounding throughout the neighborhood. His party of four—J. J. doesn't claim all the credit—landed a 2,335 lb. shark of the "thrasher" species, which measured 14 ft. 1 in. in length and fought for two hours and 35 minutes before being landed. Another interesting statistic is

that its liver, when cut out, proved to weigh 500 lbs. Prof. Ferguson is not thinking of adding shark liver to the list of Swift by-products.

MEAT CANNING MEETING.

One entire section of the National Canners Association which meets in Chicago on January 15 will be devoted to meat canning. The activities of this section, as well as the program, are under the direction of W. J. Foell, president of the Foell Packing Co., Chicago, with Dr. W. Lee Lewis of the Institute of American Meat Packers as secretary.

The meeting of the Meat Section will be held at the Stevens Hotel at ten o'clock on the morning of January 18, and the following papers will be presented: Introductory remarks, Mr. Foell; "Application of the Proposed Marketing Agreement," O. Roy Stone, Institute of American Meat Packers; "Some Aspects of the Technology of Processing," D. F. Sampson, American Can Company; "Some Common Troubles Encountered in Canning Meats," G. V. Hallam, Continental Can Co.; "Proposed Revision of the Pure Food and Drug Law," L. V. Burton, editor "Food Industries"; "Discussion of Terms Used in Processing and Spoilage," E. J. Cameron, National Canners Association; "Changes in the Fat in Home Canned Meats," R. C. Newton, Swift & Company.



TO ASSIST ARMOUR HEAD.

Announcement is made by T. G. Lee, president of Armour and Company, of the appointment of vice president William S. Clithero to the newly-created office of Assistant to the President.

Mr. Clithero, who is 51 years old, has been in the packing business since 1913, when he became an employee of Morris & Company at Chicago. When the business of Morris & Company was acquired by Armour and Company in 1923 he was placed in charge of the corporation accounting department, and he helped organize and headed the company's budget department in 1924. Later he helped organize the research division, and in 1931 he was placed in charge of the distribution division.

INTRODUCES NEW CURING UNIT.

Just before his departure for a well-earned rest in Florida and Cuba president E. L. Griffith of the Griffith Laboratories announced the development of a new "curing unit" to be known as "Prague powder." Mr. Griffith has been working on this product for several years, and believes he has made a further step in advance in the curing of meats.

He distinguishes this "curing powder" from the ordinary method of mechanical mixture of curing ingredients. "Our research department," says he, "has created a new solid, a new microscopical crystal, which contains in its structure all the curing ingredients. It is a snow-like compound with all the qualities of Prague salt, and the method of manufacture concentrates the substance more than 20 per cent, with no extra cost. Action in curing is positive and definitely uniform. This curing material is now in production. It meets government requirements and is being used by a number of well-known packers."

Mr. Griffith says 1933 was his company's most successful year. The new plant in Chicago has again been enlarged and further equipment added, with machinery for the production of spices, binders and curing salts.

PACKER AND FOOD STOCKS.

Price ranges of packers', leather companies', chain stores' and food manufacturers' listed stocks, Jan. 10, 1934, or nearest previous date, with number of shares dealt in during week, and closing prices, on Jan. 3, 1934:

	Sales. Week ended Jan. 10.	High. —Jan. 10—	Low.	—Close— Jan. 10.	Jan. 3.
Amer. H. & L.	600	32 1/2	30 1/2	30 1/2	32 1/2
Do. Pfd.	400	38 1/2	38	38	38
Amer. Stores	9,100	4 1/2	4 1/4	4 1/4	4 1/2
Do. B.	2,050	2 1/2	2 1/4	2 1/4	2 1/2
Do. Ill. Pfd.	9,300	57 1/2	55	57 1/2	57 1/2
Do. Del. Pfd.	500	77 1/2	76 1/2	77	77
Beechnut Pack.	.....	.....	.....	.....	59 1/2
Bohach, H. C.	.....	.....	.....	.....	15
Do. Pfd.	.....	.....	.....	.....	90
Brennan Pack.	.....	.....	.....	.....	19
Do. Pfd.	.....	.....	.....	.....	60
Chick. Co. Oil.	500	19 1/2	19 1/4	19 1/4	18
Childs Co.	700	6 1/4	6	6 1/4	6 1/4
Cudahy Pack.	300	37 1/2	37	37	37 1/2
First Nat. Stra.	2,445	56 1/2	54 1/2	56	55 1/2
Gen. Foods	1,200	34 1/2	32 1/2	34 1/2	33
Gobel Co.	16,600	8	6 1/2	7 1/2	6 1/2
Gr. A. & P. 1st Pfd.	100	122 1/2	121	122 1/2	121 1/2
Do. New	150	128	122	128	125 1/2
Hormel, G. A.	.....	.....	.....	.....	18 1/2
Hygrade Food.	900	4 1/2	4	4 1/2	4 1/2
Kroger G. & B.	2,100	24 1/2	23 1/2	24 1/2	24
Libby McNeill.	2,050	3 1/2	2 1/2	3 1/2	3
McMarr Stores.	.....	.....	.....	.....	8 1/2
Mayer, Oscar	.....	.....	.....	.....	2 1/2
Mickelberry Co.	.....	.....	.....	.....	5 1/2
M. & H. Pfd.	.....	.....	.....	.....	7
Morrell & Co.	800	39	37	39	37 1/2
Nat. Fd. P. A.	.....	.....	.....	.....	1 1/2
Do. B.	.....	.....	.....	.....	1 1/2
Nat. Leather	100	1	1	1	1 1/2
Nat. Tea	1,100	19	15 1/2	19	19 1/2
Proc. & Gamb.	8,200	39	36	39 1/2	38
Do. Pr. Pfd.	170	106	103 1/2	106	105
Rath Pack.	.....	.....	.....	.....	23 1/2
Safeway Stra.	3,400	46 1/2	44	46 1/2	45
Do. 5% Pfd.	11,000	87	85	87	85
Do. 7% Pfd.	100	101	100	100	100
Stahl Meyer	.....	.....	.....	.....	5 1/2
Swift & Co.	10,093	14 1/2	13 1/2	14 1/2	14 1/2
Do. Intl.	5,200	27	26 1/2	26 1/2	26 1/2
Tranz Port.	.....	.....	.....	.....	12 1/2
U. S. Cold Stor.	.....	.....	.....	.....	33 1/2
U. S. Leather.	1,500	8 1/2	8 1/4	8 1/2	8 1/2
Do. A.	1,000	15 1/2	14	15 1/2	14 1/2
Do. Pr. Pfd.	200	56 1/2	55 1/2	56 1/2	58
Wesson Oil	5,000	17 1/2	15 1/2	17 1/2	16 1/2
Do. Pfd.	300	53	52 1/2	53	53
Wilson & Co.	1,200	5 1/2	4 1/2	5 1/2	5 1/2
Do. A.	2,100	13 1/2	12 1/2	13 1/2	13
Do. Pfd.	900	55	53	55 1/2	55

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
January 11, 1934.

REGULAR HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
8-10	9% @ 10	9%	10%
10-12	9% @ 10	9%	9%
12-14	9% @ 10	9%	9%
14-16	9% @ 10	9%	10%
16-18	9% @ 10	9%	10%

BOILING HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
16-18	10%	10	10%
18-20	10%	10	10%
20-22	10%	10	10%
22-24	10%	10	10%
24-26	10%	10	10%
26-28	10%	10	10%
28-30	10%	10	10%
30-32	10%	10	10%
32-34	10%	10	10%
34-36	10%	10	10%

SKINNED HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
10-12	10%	9%	10%
12-14	10%	9%	10%
14-16	10%	9%	10%
16-18	10%	9%	10%
18-20	9%	8%	9%
20-22	9%	8%	8%
22-24	8%	8	8
24-26	7%	7%	7%
26-28	7%	6%	6%
28-30	6%	6%	6%
30-32	6%	6%	6%
32-34	6%	6%	6%
34-36	6%	6%	6%

PICNICS.

	Green Standard.	Sweet Pickled Standard.	Sh. Shank.
4-6	5%	5%	6%
6-8	5%	5%	6
8-10	5%	5%	6
10-12	5%	5%	6
12-14	5%	5%	6

BELLIES.

	Green Sq. Sals.	S.P. Cured.	Dry Cured.
6-8	10	9%	10
8-10	9%	9%	9%
10-12	9%	9%	9%
12-14	9%	9	9%
14-16	9	8%	9%
16-18	8%	8%	9

*D. S. BELLIES.

	Clear Standard.	Fancy	Rib
14-16	6%	7	6%
16-18	6%	7	6%
18-20	6%	7	6%
20-22	6%	6%	6%
22-24	6%	6%	6%
24-26	6%	6%	6%
26-28	6%	6%	6%
28-30	6%	6%	6%
30-32	6%	6%	6%
32-34	6%	6%	6%
34-36	6%	6%	6%
36-38	6%	6%	6%
38-40	6%	6%	6%
40-42	6%	6%	6%
42-44	6%	6%	6%
44-46	6%	6%	6%
46-48	6%	6%	6%
48-50	6%	6%	6%

*New but fully cured.

D. S. FAT BACKS.

	Standard.	Export Trim.
8-12	4%	4%
10-12	4%	4%
12-14	4%	4%
14-16	5%	5%
16-18	5%	6%
18-20	6	6%
20-22	6%	6%

OTHER D. S. MEATS.

Extra short clears	35-45	6n
Extra short ribs	35-45	6n
Regular plates	6-8	4
Clear plates	4-6	4
Jowl butts	3%	3%
Green square jowls	5	5
Green rough jowls	4%	4%

LARD.

Prime steam, cash	5.40
Prime steam, loose	4.60
Refined, in export boxes—N. Y.	5.15
Neutral, in tierces	5.37 1/2
Raw leaf	4.62 1/2

FUTURE PRICES.

SATURDAY, JANUARY 6, 1934.

	Open.	High.	Low.	Close.
LARD—				
Jan. (Old)	5.35	5.35	5.27 1/2	5.00ax
May (Old)	5.35	5.35	5.27 1/2	5.30ax
Jan. (Old)	5.75	5.75	5.72 1/2	5.35b
May (Old)	5.75	5.75	5.72 1/2	5.75ax
July	5.82 1/2	5.82 1/2	5.80	5.67 1/2ax
Sept.	5.82 1/2	5.82 1/2	5.80	5.80ax

CLEAR BELLIES—

Jan. (Old)	5.30b
May (Old)	5.87 1/2b
Jan. (Old)	5.95b
May (Old)	6.62 1/2b
July	6.60b

MONDAY, JANUARY 8, 1934.

LARD—				
Jan. (Old)	5.27 1/2	5.27 1/2	5.25	4.92 1/2ax
May (Old)	5.30	5.30	5.30	5.27 1/2
Jan. (Old)	5.70	5.70	5.70	5.30
May (Old)	5.70	5.70	5.70	5.30
July	5.82 1/2	5.82 1/2	5.80	5.65ax
Sept.	5.75	5.77 1/2	5.75	5.77 1/2ax

CLEAR BELLIES—

Jan. (Old)	5.50b
May (Old)	6.05b
Jan. (Old)	6.12 1/2b
May (Old)	6.75b
July	6.75b

TUESDAY, JANUARY 9, 1934.

LARD—				
Jan. (Old)	5.02 1/2	5.02 1/2	5.25	5.02 1/2
May (Old)	5.27 1/2	5.27 1/2	5.25	5.25
Jan. (Old)	5.70	5.70	5.70	5.35b
May (Old)	5.70	5.70	5.70	5.70
July	5.82 1/2	5.82 1/2	5.80	5.65ax
Sept.	5.75	5.80	5.75	5.80ax

CLEAR BELLIES—

Jan. (Old)	5.50
May (Old)	6.12 1/2b
Jan. (Old)	6.25ax
May (Old)	6.85
July	7.05
Sept.	7.05

WEDNESDAY, JANUARY 10, 1934.

LARD—				
Jan. (Old)	5.05	5.32 1/2	5.25	5.05
May (Old)	5.25	5.42 1/2	5.40	5.32 1/2ax
Jan. (Old)	5.40	5.42 1/2	5.40	5.42 1/2b
May (Old)	5.75	5.80	5.72 1/2	5.75
July	5.82 1/2	5.85	5.82 1/2	5.82 1/2
Sept.	5.85	5.85	5.80	5.80ax

CLEAR BELLIES—

Jan. (Old)	6.20b
May (Old)	6.25ax
Jan. (Old)	6.92 1/2n
May (Old)	7.07 1/2n
July	7.07 1/2n

THURSDAY, JANUARY 11, 1934.

LARD—				
Jan. (Old)	5.32 1/2	5.32 1/2	5.20	5.00ax
May (Old)	5.40	5.42 1/2	5.40	5.20
Jan. (Old)	5.77 1/2	5.77 1/2	5.67 1/2	5.40ax
May (Old)	5.85	5.85	5.77 1/2	5.75ax
July	5.82 1/2	5.82 1/2	5.75	5.75ax
Sept.	5.85	5.85	5.75	5.75ax

CLEAR BELLIES—

Jan. (Old)	6.25
May (Old)	6.80
Jan. (Old)	6.87 1/2
May (Old)	7.07 1/2n
July	7.07 1/2n

FRIDAY, JANUARY 12, 1934.

LARD—				
Jan. (Old)	4.85	5.25	5.22 1/2	4.85
May (Old)	5.22 1/2	5.25	5.25	5.25
Jan. (Old)	5.35	5.75	5.70	5.35
May (Old)	5.70	5.75	5.70	5.75
July	5.82 1/2	5.82 1/2	5.80	5.67 1/2
Sept.	5.75	5.80	5.75	5.77 1/2

CLEAR BELLIES—

May (Old)	6.35b
Jan. (Old)	6.25
May (Old)	6.27 1/2
Jan. (Old)	6.87 1/2
May (Old)	7.00
July	6.97 1/2
Sept.	7.10b

Key: ax, asked; b, bid; n, nom; —, split.

PORK PRODUCTS EXPORTS.

Lard exports from the United States during the week ended January 6, 1934, totaled 7,452,136 lbs. compared with 10,438,738 lbs. in the corresponding week of 1933. Exports from the beginning of the packer fiscal year on November 1 to January 6, 1934, totaled 85,392,579 lbs. as against 91,638,322 lbs. in the like period a year ago.

Bacon and hams exported for the week ended January 6, 1934, totaled 2,939,000 lbs. as against 1,537,000 lbs. a year earlier. Total for the fiscal year to date amounted to 21,303,750 lbs. compared with 13,488,400 lbs. in the 1932-33 period.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended January 6, 1934:

Point of origin.	Commodity.	Amount.
Canada—Bacon	4,317 lbs.
Canada—Pork tenderloins	2,540 lbs.
Canada—Sausage	270 lbs.
England—Bacon	1,052 lbs.
Germany—Bouillon	2,960 lbs.
Germany—Sausage	3,144 lbs.
Germany—Ham	3,939 lbs.
Holland—Sausage	5,148 lbs.

GERMAN HOGS AND LARD.

Hog prices in Berlin for the week ended December 28, 1933, were quoted at \$16.27 as against \$15.14 a week earlier and \$7.83 a year earlier. Lard in tierces at Hamburg was quoted at \$11.57 compared with \$11.60 a week earlier and \$8.96 at the same time a year earlier.

CURING MATERIALS.

	Cwt.	Sacks.
Nitrite of soda, per 100 lbs. (1 to 4 bbl. delivered.)	\$9.08	
(5 or more bbls. per 100 lbs. delivered.)	8.93	
Salt, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated	6.12 1/2	5.90
Small crystals	7.12 1/2	6.80
Medium crystals	7.30	7.25
Large crystals	7.87 1/2	7.65
Dbl. refd. gran. nitrate of soda	3%	8.25
Salt—		
Granulated, carlots, per ton, f.o.b. Chicago		\$6.60
Medium, carlots, per ton, f.o.b. Chicago		9.10
Bulk		8.00
Rock, carlots, per ton, f.o.b. Chicago		8.00
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans	@3.20	
Second sugar, 90 basis	None	
Syrup testing, 63 to 65 combined sucrose and invert, New York	@2.42	
Standard gran. f.o.b. refiners (2%)	@4.30	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@3.90	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@3.80	

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.45 @1.47 1/2
Oak pork barrels, black iron hoops	1.35 @1.37 1/2
Ash pork barrels, galv. iron hoops	1.32 1/2 @1.35
Oak pork barrels, galv. iron hoops	1.42 1/2 @1.45
White oak ham tierces	2.30 @2.32 1/2
Red oak lard tierces	2.12 1/2 @2.15
White oak lard tierces	2.22 1/2 @2.25

ANIMAL OILS.

Prime edible lard oil	@8.80
Prime inedible	@8.80
Headlight	@8.80
Prime winterstrained	@8.80
Extra winterstrained	@8.80
Extra lard oil	@8.80
Extra No. 1	@7.75
No. 1 lard oil	@7.75
No. 2 lard oil	@7.75
Acidless tallow oil	@7.75
20° neatfoot	@7.75
Pure neatfoot	@7.75
Special neatfoot	@7.75
Extra neatfoot	@7.75
No. 1 neatfoot	@7.75
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	8 1/2	10 1/2
Cinnamon	12	10
Cloves	13	10
Coriander	7	8 1/2
Ginger	10	10
Mace, Banda	47	50
Nutmeg	12	15 1/2
Pepper, black	11 1/2	14
Pepper, Cayenne	21	21
Pepper, red	16	16
Pepper, white	18	20

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.		Week ended	Cor. week,
		Jan. 8, 1934.	1933.
Prime native steers—			
400-600	11 1/2 @ 12 1/2	12 1/2 @ 13 1/2	12 1/2 @ 13 1/2
600-800	9 1/2 @ 10 1/2	9 1/2 @ 10 1/2	9 1/2 @ 10 1/2
800-1000	9 @ 9 1/2	9 @ 9 1/2	9 @ 9 1/2
Good native steers—			
400-600	10 @ 10 1/2	11 @ 11 1/2	10 1/2 @ 11
600-800	8 1/2 @ 9 1/2	10 1/2 @ 11	9 1/2 @ 10
800-1000	8 @ 8 1/2	9 1/2 @ 10	8 1/2 @ 9
Medium steers—			
400-600	9 @ 9 1/2	9 @ 10	8 1/2 @ 9
600-800	8 @ 8 1/2	8 1/2 @ 9	8 1/2 @ 9
800-1000	7 1/2 @ 8 1/2	8 1/2 @ 9	7 1/2 @ 8 1/2
Heifers, good, 400-600—	9 1/2 @ 10 1/2	9 @ 11	8 1/2 @ 9
Cows, 400-600	5 1/2 @ 6	5 @ 7	5 @ 7
Hind quarters, choice—	15	16 1/2	16 1/2
Front quarters, choice—	10	10	10

Beef Cuts.

Steer loins, prime.....	@19	@20
Steer loins, No. 1.....	@17	@18
Steer loins, No. 2.....	@16	@17
Steer short loins, prime.....	@25	@26
Steer short loins, No. 1.....	@22	@23
Steer short loins, No. 2.....	@20	@21
Steer loin ends (hips).....	@12	@13
Steer loin ends, No. 2.....	@12	@13
Cow loins.....	@10	@11
Cow short loins.....	@11	@12
Cow loin ends (hips).....	@9	@10
Steer ribs, prime.....	@16	@17
Steer ribs, No. 1.....	@12	@13
Steer ribs, No. 2.....	@11	@12
Cow ribs, No. 1.....	@7	@8
Cow ribs, No. 2.....	@6	@7
Cow ribs, No. 3.....	@6	@7
Steer rounds, prime.....	@10 1/2	@11
Steer rounds, No. 1.....	@8 1/2	@9
Steer rounds, No. 2.....	@8	@9
Steer chucks, prime.....	@9	@10
Steer chucks, No. 1.....	@5 1/2	@6
Steer chucks, No. 2.....	@5	@6
Cow rounds.....	@6 1/2	@7
Cow chucks.....	@5	@6
Steer plates.....	@5	@6
Medium plates.....	@4 1/2	@5
Briskets, No. 1.....	@7	@8
Steer navel ends.....	@2 1/2	@3
Cow navel ends.....	@2 1/2	@3
Fore shanks.....	@5 1/2	@6
Hind shanks.....	@4	@5
Strip loins, No. 3.....	@28	@30
Strip loins, No. 2.....	@25	@27
Sirloin butts, No. 1.....	@17	@18
Sirloin butts, No. 2.....	@14	@15
Beef tenderloins, No. 1.....	@45	@50
Beef tenderloins, No. 2.....	@35	@40
Rump butts.....	@11	@12
Flank steaks.....	@12	@13
Shoulder clods.....	@7	@8
Hangin' tenderloins.....	@5 1/2	@6
Insides, green, 500 lbs.....	@7 1/2	@8 1/2
Outsides, green, 500 lbs.....	@7 1/2	@8 1/2
Knuckles, green, 500 lbs.....	@7 1/2	@8 1/2

Beef Products.

Brains (per lb.).....	@ 6 1/2	@ 6
Hearts.....	@ 4	@ 4
Tongues.....	@ 15	@ 14
Sweetbreads.....	@ 16	@ 15
Ox-tail, per lb.....	@ 10	@ 9
Fresh tripe, plain.....	@ 10	@ 9
Fresh tripe, H. C.....	@ 8	@ 7
Livers.....	@ 12	@ 11
Kidneys, per lb.....	@ 8	@ 7

Veal.

Choice carcasses.....	10 @ 11	8 @ 10
Good carcasses.....	8 @ 9	6 @ 8
Good saddles.....	10 @ 12	8 @ 10
Good racks.....	7 @ 9	5 @ 8
Medium racks.....	5 @ 6	4 @ 5

Veal Products.

Brains, each.....	@ 7 1/2	@ 8
Sweetbreads.....	@ 15	@ 14
Calf livers.....	@ 35	@ 35

Lamb.

Choice lambs.....	@15	@15
Medium lambs.....	@14	@14
Choice saddles.....	@15	@15
Medium saddles.....	@14	@14
Choice fores.....	@10	@10
Medium fores.....	@8	@8
Lamb fries, per lb.....	@25	@25
Lamb tongues, per lb.....	@15	@15
Lamb kidneys, per lb.....	@15	@15

Mutton.

Heavy sheep.....	@ 4	@ 3 1/2
Light sheep.....	@ 7	@ 6
Heavy saddles.....	@ 10	@ 9
Light saddles.....	@ 9	@ 8
Heavy fores.....	@ 3	@ 3 1/2
Light fores.....	@ 5	@ 4
Mutton legs.....	@ 10	@ 9
Mutton loins.....	@ 9	@ 8
Mutton stew.....	@ 3	@ 3
Sheep tongues, per lb.....	@ 9	@ 8
Sheep heads, each.....	@ 8	@ 7

Fresh Pork, etc.

Pork loins, 8@10 lbs. av.....	@10	@ 7 1/2
Picnic shoulders.....	@ 8 1/2	@ 5 1/2
Skinner shoulders.....	@19	@22
Tenderloins.....	@ 5	@ 4 1/2
Spare ribs.....	@ 6 1/2	@ 6
Back fat.....	@ 8	@ 6 1/2
Boston butts.....	@ 9 1/2	@ 8 1/2
Boneless butts, cellar trim, 2@4.....	@ 5	@ 4
Hocks.....	@ 5 1/2	@ 4 1/2
Tails.....	@ 5	@ 4
Neck bones.....	@ 1 1/2	@ 1
Slip bones.....	@ 5	@ 4 1/2
Blade bones.....	@ 5	@ 4 1/2
Pigs' feet.....	@ 2	@ 1 1/2
Kidneys, per lb.....	@ 5	@ 4
Livers.....	@ 3 1/2	@ 3
Brains.....	@ 5	@ 4
Ears.....	@ 3	@ 2
Snouts.....	@ 4	@ 3
Heads.....	@ 4 1/2	@ 3 1/2

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	@18 1/2	@18 1/2
Country style sausage, fresh in link.....	@15 1/2	@15 1/2
Country style sausage, fresh in bulk.....	@13 1/2	@13 1/2
Country style sausage, smoked.....	@14 1/2	@14 1/2
Frankfurts in sheep casings.....	@15 1/2	@15 1/2
Frankfurts in hog casings.....	@13 1/2	@13 1/2
Bologna in beef bungs, choice.....	@13 1/2	@13 1/2
Bologna in beef middles, choice.....	@14 1/2	@14 1/2
Liver sausage in beef rounds.....	@12 1/2	@12 1/2
Smoked liver sausage in hog bungs.....	@14 1/2	@14 1/2
Liver sausage in hog bungs.....	@12 1/2	@12 1/2
Head cheese.....	@12 1/2	@12 1/2
New England luncheon specialty.....	@16	@16
Mixed luncheon specialty, choice.....	@16	@16
Tongue sausage.....	@20 1/2	@20 1/2
Blood sausage.....	@14 1/2	@14 1/2
Souse.....	@15 1/2	@15 1/2
Polish sausage.....	@13	@13

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@22	@22
Thuringer cervelat.....	@15	@15
Farmer.....	@22	@22
Holsteiner.....	@21	@21
B. C. salami, choice.....	@31	@31
Milano salami, choice, in hog bungs.....	@30	@30
B. C. salami, new condition.....	@18	@18
Frissos, choice, in hog middles.....	@22	@22
Genoa style salami.....	@24	@24
Pepperoni.....	@24	@24
Mortadella, new condition.....	@14	@14
Capicola.....	@31	@31
Italian style hams.....	@28	@28
Virginia hams.....	@28	@28

SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings.....	@ 4	@ 4
Special lean pork trimmings.....	@ 7 1/2	@ 7 1/2
Extra lean pork trimmings.....	@ 8 1/2	@ 8 1/2
Pork cheek meat.....	@ 3 1/2	@ 3 1/2
Pork hearts.....	2 1/2 @ 3	2 1/2 @ 3
Pork livers.....	2 1/2 @ 3	2 1/2 @ 3
Native boneless bull meat (heavy).....	@ 7	@ 7
Boneless chucks.....	@ 5 1/2	@ 5 1/2
Shank meat.....	@ 5	@ 5
Beef trimmings.....	@ 4 1/2	@ 4 1/2
Beef cheeks (trimmings).....	@ 4 1/2	@ 4 1/2
Dressed canners, 350 lbs. and up.....	@ 4	@ 4
Dressed cutter cows, 400 lbs. and up.....	@ 5	@ 5
Dr. Bologna bulls, 600 lbs. and up.....	@ 5 1/2	@ 5 1/2
Beef tripe.....	@ 2	@ 2
Pork tongues, canner trim, S.P.....	@12 1/2	@12 1/2

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:		
Domestic rounds, 180 pack.....	.39	.39
Domestic rounds, 140 pack.....	.45	.45
Export rounds, wide.....	.50	.50
Export rounds, medium.....	.44	.44
Export rounds, narrow.....	.53	.53
No. 1 weasands.....	.11	.11
No. 2 weasands.....	.07	.07
No. 1 bungs.....	10 @ 18	10 @ 18
No. 2 bungs.....	10 @ 11	10 @ 11
Middles, regular.....	1.25	1.25
Middles, select wide, 2@2 1/2 in. diam.....	1.65	1.65
Middles, select, extra wide, 2 1/2 in. and over.....	2.30	2.30
Dried bladders:		
12-15 in. wide, flat.....	1.25	1.25
10-12 in. wide, flat.....	.85	.85
8-10 in. wide, flat.....	.80	.80
6-8 in. wide, flat.....	.50 @ .55	.50 @ .55
Hog casings:		
Narrow, per 100 yds.....	2.10	2.10
Narrow, special, per 100 yds.....	1.80	1.80
Medium, regular.....	1.55	1.55
Wide, per 100 yds.....	1.55	1.55
Extra wide, per 100 yds.....	1.50	1.50
Export bungs.....	.26	.26
Large prime bungs.....	.21	.21
Medium prime bungs.....	.14	.14
Small prime bungs.....	.08	.08
Middle, per set.....	.20	.20
Stomachs.....	.08	.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate.....	\$.50	\$.50
Large tins, 1 to crate.....	\$.55	\$.55
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate.....	\$.50	\$.50
Large tins, 1 to crate.....	\$.55	\$.55
Smoked link sausage in hog casings—		
Small tins, 2 to crate.....	\$.45	\$.45
Large tins, 1 to crate.....	\$.50	\$.50

DRY SALT MEATS.

Clear bellies, 18@20 lbs.....	@ 6 1/2	@ 6 1/2
Clear bellies, 14@16 lbs.....	@ 6 1/2	@ 6 1/2
Rib bellies, 25@30 lbs.....	@ 6 1/2	@ 6 1/2
Fat backs, 10@12 lbs.....	@ 4 1/2	@ 4 1/2
Fat backs, 14@16 lbs.....	@ 5 1/2	@ 5 1/2
Regular plates.....	@ 4 1/2	@ 4 1/2
Butts.....	@ 3 1/2	@ 3 1/2

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.....	@14	@14
Fancy skd. hams, 14@16 lbs.....	@14 1/2	@14 1/2
Standard reg. hams, 14@16 lbs.....	12	12
Picnics, 4@8 lbs.....	@10 1/2	@10 1/2
Fancy bacon, 6@8 lbs.....	@16 1/2	@16 1/2
Standard bacon, 6@8 lbs.....	@13	@13
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.....	@25	@25
Outsides, 5@9 lbs.....	@21	@21
Knuckles, 5@9 lbs.....	@24	@24
Cooked hams, choice, skin on, fattened.....	@22	@22
Cooked hams, choice, skinless, fattened.....	@23	@23
Cooked picnics, skin on, fattened.....	@15	@15
Cooked picnics, skinned, fattened.....	@15 1/2	@15 1/2
Cooked loin roll, smoked.....	@22	@22

BARRELED PORK AND BEEF.

Meas pork, regular.....	@16.00	@16.00
Family back pork, 24 to 34 pieces.....	@18.00	@18.00
Family back pork, 35 to 45 pieces.....	@17.00	@17.00
Clear back pork, 40 to 50 pieces.....	@15.00	@15.00
Clear plate pork, 25 to 35 pieces.....	@12.00	@12.00
Brisket pork.....	@13.50	@13.50
Bean pork.....	@13.00	@13.00
Plate beef.....	@11.00	@11.00
Extra plate beef, 200 lb. bbls.....	@12.00	@12.00

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$12.00	\$12.00
Honeycomb tripe, 200-lb. bbl.....	\$15.00	\$15.00
Pocket honeycomb tripe, 200-lb. bbl.....	\$17.00	\$17.00
Pork feet, 200-lb. bbl.....	\$13.25	\$13.25
Pork tongues, 200-lb. bbl.....	\$3.00	\$3.00
Lamb tongues, short cut, 200-lb. bbl.....	\$5.00	\$5.00

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.....	@ 8 1/2	@ 8 1/2
Nut, 1-lb. cartons, f.o.b. Chicago.....	@ 7 1/2	@ 7 1/2
Pastry, 60-lb. tubs, f.o.b. Chicago.....	@ 9 1/2	@ 9 1/2

LARD.

Prime steam, cash, Bd. Trade.....	@ \$5.40	@ \$5.40
Prime steam, loose, Bd. Trade.....	@ 4.80	@ 4.80
Refined lard, tierces, f.o.b. Chicago.....	@ 6 1/2	@ 6 1/2
Kettle rendered, tierces, f.o.b. Chgo.....	@ 6 1/2	@ 6 1/2
Leaf kettle rendered, tierces, f.o.b. Chicago.....	@ 6 1/2	@ 6 1/2
Neutral, in tierces, f.o.b. Chicago.....	@ 6 1/2	@ 6 1/2
Compound, vegetable, tierces, c.a.f.....	@ 6 1/2	@ 6 1/2

OLEO OIL AND STEARINE.

Extra oleo oil.....	@ 6	@ 6
Prime No. 1 oleo oil.....	@ 5 1/2	@ 5 1/2
Prime No. 2 oleo oil.....	@ 5 1/2	@ 5 1/2
Prime No. 3 oleo oil.....	@ 4	@ 4
Prime oleo stearine, edible.....	@ 4 1/2	@ 4 1/2

TALLOWES AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre.....	@ 3 1/2	@ 3 1/2
Prime packers' tallow.....	@ 3 1/2	@ 3 1/2
No. 1 tallow, 10% f.a.....	@ 3 1/2	@ 3 1/2
No. 2 tallow, 40% f.a.....	@ 2 1/2	@ 2 1/2
Choice white grease.....	2 1/2 @ 3	2 1/2 @ 3
A-White grease.....	2 1/2 @ 2 1/2	2 1/2 @ 2 1/2
B-White grease, maximum 5% acid.....	2 1/2 @ 2 1/2	2 1/2 @ 2 1/2
Yellow grease, 10@15%.....	2 1/2 @ 2 1/2	2 1/2 @ 2 1/2
Brown grease, 40% f.a.....	2 1/2 @ 2 1/2	2 1/2 @ 2 1/2

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.....		
Valley points, prompt.....	@ 3 1/2	@ 3 1/2
White, deodorized, in bbls., f.o.b. Chgo.....	5 1/2 @ 5 1/2	5 1/2 @ 5 1/2
Yellow, deodorized.....	5 1/2 @ 5 1/2	5 1/2 @ 5 1/2
Soap stock, 50% f.a., f.o.b.....	4 @ 4	4 @ 4
Corn oil, in tanks, f.o.b. mills.....	@ 3 1/2	@ 3 1/2
Soya bean oil, f.o.b. mills.....	@ 5.3	@ 5.3
Cocoanut oil, seller's tanks, f.o.b. coast.....	2 1/2 @ 2 1/2	2 1/2 @ 2 1/2
Refined in bbls., f.o.b. Chicago.....	6 @ 6 1/2	6 @ 6 1/2

RETAIL SECTION

Training Store Help Men Should Know How to Buy, Cut, Display and Sell Meats

By MEAT EXPERT.

EDITOR'S NOTE.—This is the fourth in a series of articles by a recognized meat merchandising authority which THE NATIONAL PROVISIONER offers its retail readers to help them meet a "new deal" situation in which the meat industry is expected to pay more for its raw materials without increasing prices to consumers.

The first article (Nov. 18) discussed "How to Buy Beef"; the second (Nov. 25) gave advice on "Shop Display"; the third (Dec. 23) discussed "Inventories and Shrink." The last article will deal with "Store Set Up."

Many times during the past few years I have listened to opinions as to the length of time it takes to learn the meat business, or to qualify as a store manager.

Ability and human nature are the first considerations.

Some folks learn more rapidly than others. But let me say here that unless a man is of super-intelligence it will require at least three years—and in the majority of cases five to seven years—to complete the training, and learn the fundamentals necessary to qualify as a meat man.

Education Through Experience

As in all other trades, experience is the greatest teacher, and new knowledge can be acquired every day.

Meat trades and allied lines have been handicapped in the matter of trade schools. A few of our universities have conducted courses on cutting, percentages, etc., and the National Live Stock and Meat Board has done valuable work along similar lines.

But the individual on whom we must depend for our future meat man has very little opportunity to learn the trade, except by entering a meat market.

The writer has endeavored, on several occasions, to induce college men to train in the retail meat business, and has usually had to debate the question: "Why should I spend years learning a trade which entails so much hard work, after all my schooling?"

These men do not realize the future in this business, and only look at the undesirable part of the training necessary in learning the fundamentals of the trade.

The meat business offers a larger field for trained men than any other trade I can think of. Qualified meat men are always in demand, and even through the depression a good meat man had very little difficulty getting work at fair wages.

Two Types of Meat Men.

We have two types of operators in the retail meat business.

First, the man who knows meats, knows how to buy, cut and care for meats; knows how to display and how to sell. In other words, a finished meat man.

The other type is one who has sales ability, and knows the various cuts, but whose knowledge ends there.

To qualify for the first position, it takes years of training, and these men, in most cases, start in as boys, few of whom have completed their high school education. Through years of training they have become very efficient cutters and operators. I feel safe in saying that the future of the retail meat business lies in being able to get these boys into the meat game at an early age.

What He Must Know.

We can classify meat cutters as skilled labor on a par with most trades.

A skilled meat man must know all about the various muscles in the carcass, have knowledge of bones, joints and sinews; must know how to care for meats; know the percentage of whole-sale cuts to the carcass; must know his retail cutting percentage, and the causes of natural and abnormal shrinks.

He must know how to determine the age and sex of an animal after it is dressed, and the average dressing percentage, due consideration being given to quality, and whether the animal is grain or grass fed.

It is a real treat to walk into a meat market handled by a man who knows his business. Watch the care and pride he takes in making the various cuts. Listen to his conversation or sales talk with the customer. He has no trouble in selling, because he knows whereof he speaks. He handles every piece of meat with the same care and precision that a jeweller accords his diamonds, or a good tailor his finest cloth.

Points on Trimming.

The suggested procedure for training is as follows:

1. Care of store equipment.
2. Cleanliness.
3. Care of merchandise.
4. Cutting.
5. Display.
6. Salesmanship.
7. Buying.
8. Percentages.
9. Advertising.
10. Bookkeeping and store records.

The apprentice should early be taught the importance of taking care of equipment, sharpening and cleaning tools, and care of the slicing machine. Explain to him the functions of refrigeration, including air circulation and its effect on meats. If mechanical, defrosting should be explained along with general instruction.

Cleanliness is of vital importance in the meat business, on account of rapid deterioration. Unless the utmost care is taken, there will be unpleasant odors.

The frequent use of plenty of hot water in show cases and on walls—whether tile, wood or paint—will eliminate this evil. Coolers should receive a thorough cleansing once a week, blocks should be scrubbed, and meat grinders, slicers and other machinery washed. The apprentice should be well schooled on these points.

Of great importance also is the lesson of personal cleanliness. Teach the



MEAT CUTTING IS AN ART.

Lessons in cutting are a most important part of the training of store help.

apprentice to dress neatly, and to be shaven and well groomed generally. Be sure hands and nails are clean, as no one relishes the handling of foodstuffs with dirty hands.

How to Handle Merchandise.

Next, your apprentice should be instructed in the care of merchandise.

Have him help with the receiving, checking the merchandise for quality, condition and weight. Let him arrange it in the coolers, placing the most perishable meats on the cold side of the box. Teach him the proper method of hanging and piling merchandise, and the importance of air space.

The apprentice must learn also the length of time each kind of merchandise will hold up under ordinary conditions. For instance, it is necessary for him to know the cause of mould on smoked meats, and the most reliable method for correcting it.

Instruct him as to the proper temperature for holding meats. Teach him how to corn and pickle meats, from the making of the brine to the length of time the process requires and the care of meats while in cure.

Lessons in Cutting.

Start the course of instruction on cutting. Let the apprentice cut the meats under supervision, commencing on the smaller wholesale cuts.

Do not let him attempt to break up a carcass until such time as he is thoroughly acquainted with the smaller cuts.

Teach him the relative value of the various muscles. Show him where the joints are, and how to negotiate them, the proper rolling of cuts, larding, trimming, etc.

Show him, in dollars and cents, the loss sustained by improper cutting or excessive trimming. This is the most effective means of impressing him with the importance of careful cutting.

Display is a natural talent with some people, and to others just the opposite. The main points in this subject are neatness, convenience and eye-appeal. In a previous article (see THE NATIONAL PROVISIONER, Nov. 25, 1933) the art of display was covered in detail, and can be incorporated into the course of instruction.

Personality in Selling.

Salesmanship is, of course, a big factor in any line of business, and the greatest asset a salesman can have is personality.

Much can be done to develop personality in the apprentice. Teach him the advantage of a smile and a cheery word when waiting on his customers. He must be obliging and courteous.

You have observed, in large markets, how customers will wait for "Mr. Jones," even though there are unoccupied salesmen eager to take care of their wants. Why? They have learned to depend on "Mr. Jones." He's efficient, knows what they want, takes pains to satisfy them, and is always pleasant.

Teach the apprentice to know his customers by their names, to study their buying habits so that he can better

serve them. Teach him to greet customers immediately, and to assure them he "will attend to them right away." A customer is not likely to become impatient if treated in this manner.

Customer approach should be taught, at intervals, by actual demonstration.

How to Handle Children.

A very important part of salesmanship training is the art of handling children. Busy mothers frequently find it necessary to send Johnnie or Mary to the store with instructions to bring home such and such.

Be sure that the merchandise handed to the children is exactly what would have been sold their mother had she come in their stead. Treat them in such a manner that they will welcome the opportunity to shop for mother. I know of cases where children have walked blocks out of their way because they liked to buy of "Mr. Brown."

Your apprentice must be instructed in the talking points of the merchandise he is selling, and how to present it in the most appealing manner. Teach him the value of giving 16 ounces to every pound. Point out the percentage of loss in giving an ounce over on various cuts, and the probable loss of trade by giving an ounce under.

Teach How to Buy Meat.

Train the apprentice well in the business of buying.

Show him how to determine the age, sex and quality of beef, lamb and veal; whether it is grain, grass or milk fed. Instruct him in the proper trim of all merchandise, particularly pork and smoked meats.

Instill in him the value of knowing the market on the various products. Every retailer in the country should be a subscriber to THE NATIONAL PROVISIONER. There is a wealth of information in every issue that will keep him posted in price and merchandising trends.

The apprentice should make a study of supply and demand, and the marketing of seasonable merchandise.

Teach the apprentice how to conduct cutting tests on the various items. He must learn the percentage of wholesale

cuts to the carcass, and how to determine his percentage of profit at retail. Shrink and cutting tests are very necessary and should be made at regular intervals.

Advertising and Accounting.

In advertising, two points must be emphasized.

First, be sure that advertised lines represent real value, and that you are making a fair margin of profit on them. Second, avoid misrepresentation as you would the plague.

In the opinion of the writer, an ad with a good-sized cut of the main item, supported by three or four outstanding specials, will bring more business than a whole column of advertising in which nothing is outstanding.

Window posters are a means of bringing trade into the market, and should not be overlooked. Every man in the retail meat business should know how to make attractive signs.

Bookkeeping and store records are a very important part of successful store operation. Invoices must be carefully checked for price, etc., and a filing system installed.

It is necessary to record sales daily, making a total for the week, listing also the number of customers waited upon. Check these figures with the same week a year ago; it will serve to show whether you are progressing or otherwise.

Weekly inventories should be taken and a profit and loss statement made.

The key-note to the proper training of personnel is to guide them according to your own belief. "As a man thinketh in his heart, so is he."

That you have trained your apprentice so that his means of livelihood is made easier is an accomplishment of which you may be proud.

When you are told that one of your proteges has established himself successfully in a market of his own, it is only natural that you should remark, with satisfaction: "I'm glad he's succeeding. You know, I trained that boy." What a warm feeling it gives one to realize that he has contributed in some measure to the success of his fellow-man!

The next article in this series will discuss "STORE SET-UP."

Retail Meat Prices

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

	NEW YORK.			CHICAGO.		
	Jan. 1, 1934.	Dec. 15, 1933.	Dec. 1, 1933.	Jan. 1, 1934.	Dec. 15, 1933.	Dec. 1, 1933.
Beef:						
Porterhouse steak ..	.33	.33	.35	.32	.31	.33
Stirloin steak .....	.28	.27	.30	.26	.26	.28
Round steak .....	.27	.27	.29	.21	.21	.23
Rib roast, 1st 6 ribs ..	.24	.22	.24	.20	.19	.22
Chuck roast .....	.17	.16	.17	.14	.14	.16
Plate beef .....	.8	.9	.19	.9	.9	.11
Lamb:						
Legs .....	.20	.20	.20	.19	.18	.20
Loin chops .....	.33	.32	.33	.28	.28	.28
Rib chops .....	.27	.26	.25	.24	.24	.25
Stewing .....	.8	.8	.8	.10	.10	.10
Pork:						
Chops, center cuts ..	.23	.22	.20	.20	.20	.19
Bacon, strips .....	.23	.23	.22	.20	.20	.19
Bacon, sliced .....	.27	.27	.26	.26	.26	.24
Hams, whole .....	.19	.19	.17	.17	.17	.14
Picnics, smoked .....	.12	.12	.11	.12	.11	.10
Lard .....	.11	.11	.11	.9	.9	.8
Veal:						
Cutlets .....	.34	.33	.34	.27	.27	.28
Loin chops .....	.27	.26	.27	.22	.22	.23
Rib chops .....	.25	.25	.24	.19	.19	.20
Stewing (breast) ..	.11	.10	.11	.9	.9	.9

MORE MEAT COOKING SCHOOLS.

A school for meat cookery at Madison, Wis., carried out in cooperation with the Wisconsin State Journal, ushered in the 1934 program of the National Live Stock & Meat Board. Despite the rather unfavorable time of the year 4,400 homemakers attended the four sessions. The school was preceded by a meat merchandising demonstration by the Board's representative, attended by 250 enthusiastic retail meat dealers.

This week a school was held at Norfolk, Va., with twenty-one hundred homemakers present. A school is also being conducted this week at Albuquerque, N. M., the occasion being annual meetings of the American National Live Stock Association, New Mexico Cattle Growers and New Mexico Wool Growers Association. Meat cookery schools are scheduled next week at Joliet, Ill., and Nashville, Tenn.

NEW YORK NEWS NOTES.

G. H. Lupp, dressed beef department, Armour and Company, Chicago, was a visitor to New York last week.

Visitors to New York last week included H. E. Welhener, canned foods department, Wilson & Co., Chicago, and F. E. Robinson, United Chemical Organic Products Corporation.

Visitors to the New York office of Geo. A. Hormel & Co. during the past week included E. J. Cashman and Ralph Keller, Flavor-Sealed division, Austin, Minn., and J. P. Higgins, manager of the Boston, Mass., office.

J. R. White, branch house sales department, Swift & Company, Chicago, visited New York last week. T. E. Ray, district manager, New York territory, Swift & Company, is back on

the job after having spent a few weeks with his family at St. Petersburg, Fla.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended January 6, 1934, were as follows: Meat—Brooklyn, 404 lbs.; Manhattan, 748 lbs.; Queens, 5 lbs.; Richmond, 180 lbs.; Total, 1,337 lbs. Poultry—Brooklyn, 3 lbs.; Manhattan, 32 lbs.; Total, 35 lbs.

At the meeting of the board of directors of Adolf Gobel, Inc., held on January 4, the following were elected to fill the offices indicated; F. V. Foster, vice president; W. H. Garside, comptroller, Eastern units; Herman A. Lauer, treasurer, Merkel, Inc., division. Annual meeting of the stockholders of Adolf Gobel, Inc., will be held on January 17.

AMONG NEW YORK RETAILERS.

Bronx Branch, at its meeting on January 3, nominated and elected the following officers for 1934: President, Ernest Ritzman; first vice president, David Deerson; second vice president, H. Gutersloh; recording secretary, Frank Fiederlein; financial secretary, John Machovsky; treasurer, Fred Vogelsang; orator, Philip Gerard; warden, Robert Ehrenreich; business manager, Fred Hirsch. Trustees are Fred Wehmes, Carl Schneider, J. Wohlmut, W. Wolf, W. Bantz, E. Denny, S. Kahn, F. Ruggerio, Philip Gerard, L. Lang and E. Aulebach. Installation will be held January 17, with ex-state president Fred Hirsch installing. Bronx Branch requests its members who will not be able to attend the annual meeting of the Butchers Mutual Casualty and having proxies to send same to Bronx's representative, David Deerson. Members unable to attend the meeting of New York Butchers Calfskin Association's annual meeting also are asked to send proxies to business manager Fred Hirsch.

Regular meeting of Eastern District Branch was held at Schwaben Hall, Tuesday, January 9, with chairman Chris Stein presiding. In addition to the regular work dealing with problems of retailers, reports were heard on progress of the annual vaudeville show and ball at Schwaben Hall on Washington's birthday eve, February 21. Chairman of this committee assured that arrangements were going along in good shape and the indications were that the usual high standard of performance will be maintained followed by dancing. The branch has decided to enter upon a consumer meat educational program. This will consist of a series of meat slogan posters that should prove attractive and enlightening. The meeting was addressed by O. Edward Jahrsdorfer, president of the New York Butchers Calfskin Association, who gave a talk on activities of this Association. Another visitor was state president Anton Hehn, who gave a resume of his stewardship during 1933. He looked forward to 1934, showing a decided improvement over the past year. The next meeting, January 23, will be an open one, devoted to an educational moving and sound picture lecture on the meat industry and store management. This lecture has been made possible through the generosity of Swift & Company.

The ball committee held a meeting Monday of this week for the dinner dance to be held at St. George Hotel in Brooklyn February 4. This is the joint annual event sponsored by Brooklyn, Jamaica and South Brooklyn branches.

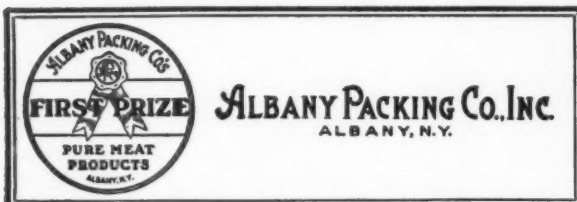
State president Anton Hehn installed officers of South Brooklyn Branch January 4. The ritual followed was most impressive and instructive.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Jan. 11, 1934:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (1) (300-500 LBS.):				
Choice	\$10.50@11.00		\$10.50@11.00	
Good	9.00@10.00		8.50@10.00	
Medium	8.50@ 8.50		7.00@ 9.00	
Common	5.50@ 6.50		6.00@ 7.00	
STEERS (500-600 LBS.):				
Choice	9.50@10.50		10.50@11.00	10.50@11.00
Good	8.50@ 9.50		9.00@10.00	9.00@10.50
Medium	6.50@ 8.50		7.00@ 9.00	7.50@ 8.50
Common	5.50@ 6.50		6.50@ 7.00	7.00@ 7.50
STEERS (600-700 LBS.):				
Choice	8.50@ 9.50		9.50@11.00	10.00@11.00
Good	7.50@ 8.50		8.50@ 9.50	8.50@ 9.50
Medium	6.00@ 7.50	6.00@ 7.00	7.00@ 8.50	7.50@ 8.50
STEERS (700 LBS. UP):				
Choice	8.00@ 9.00	8.00@ 9.00	9.00@10.50	9.50@10.00
Good	7.00@ 8.00	7.00@ 8.00	8.00@ 9.00	8.50@ 9.50
COWS:				
Good	6.50@ 7.00	6.00@ 6.50	7.00@ 7.50	7.00@ 8.00
Medium	5.50@ 6.50	5.50@ 6.00	6.50@ 7.00	6.50@ 7.00
Common	5.00@ 5.50	5.00@ 5.50	5.50@ 6.50	5.50@ 6.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	8.50@ 9.00	10.00@11.00	10.00@12.00	10.00@11.00
Good	7.50@ 8.50	8.50@10.00	9.00@10.00	9.00@10.00
Medium	7.00@ 7.50	7.00@ 8.50	8.00@ 9.00	8.00@ 9.00
Common	6.00@ 7.00	6.00@ 7.00	7.00@ 8.00	7.00@ 8.00
CALF (2) (3):				
Good			8.00@ 9.00	
Medium			7.00@ 8.00	
Common			6.00@ 7.00	
Fresh Lamb and Mutton:				
LAMB (38 LBS. DOWN):				
Choice	13.00@13.50	12.50@14.00	13.50@14.00	13.50@14.50
Good	12.50@13.00	13.00@13.50	13.00@13.50	13.00@13.50
Medium	11.50@12.50	12.00@13.00	12.00@13.00	12.00@13.00
Common	9.50@11.50	11.00@12.00		
LAMB (30-45 LBS.):				
Choice	13.00@13.50	13.50@14.00	13.00@13.50	13.50@14.50
Good	12.50@13.00	13.00@13.50	12.50@13.00	13.00@14.00
Medium	11.50@12.50	12.00@13.00	11.50@12.50	12.00@13.00
Common	9.50@11.50	11.00@12.00		
LAMB (46-55 LBS.):				
Choice	11.00@12.00	11.50@13.00	12.00@13.00	12.50@13.50
Good	10.00@11.00	11.00@12.50	11.00@12.00	11.50@12.50
MUTTON (EWE) 70 LBS. DOWN:				
Good	5.00@ 6.00	6.50@ 7.50	6.00@ 7.00	7.00@ 7.50
Medium	4.00@ 5.00	5.50@ 6.50	5.00@ 6.00	6.50@ 7.00
Common	3.00@ 4.00	4.50@ 5.50	4.00@ 5.00	6.00@ 6.50
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	9.00@10.00	10.00@10.50	10.00@11.00	9.50@11.00
10-12 lbs. av.	9.00@10.00	10.00@11.00	10.00@11.00	9.50@11.00
12-15 lbs. av.	9.00@10.00	10.00@10.50	9.50@10.50	9.50@10.50
16-22 lbs. av.	8.50@ 9.00	8.50@ 9.50	8.50@ 9.50	9.50@10.00
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	6.00@ 7.00		7.00@ 8.00	7.50@ 9.00
PICNICS:				
6-8 lbs. av.		7.00@ 7.50		7.00@ 7.50
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	7.00@ 8.00		8.50@ 9.50	9.00@10.00
SPARE RIBS:				
Half sheets	5.00@ 6.00			
TRIMMINGS:				
Regular	4.00@ 4.50			
Lean	7.00@ 8.50			

(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago
(3) Includes sides at Boston and Philadelphia.



A Page for the Packer Salesman

Avoiding Complaints

Is Easiest When Packer Salesman Knows Reasons for Them

Packer salesmen as a rule don't like complaints from customers.

They take time to adjust, and meeting and pacifying the "sour" customer is not always a pleasant task.

But complaints are not without their value, so far as a particular salesman is concerned. If they do nothing more, they should teach him how to avoid similar complaints in the future.

The packer salesman who is trying to keep down complaints will find considerable of interest in the following letter:

Editor THE NATIONAL PROVISIONER:

Cause and effects of "sour customers," claims, ill will, etc., are far reaching, and many times are serious. Yet how often are the essential facts uncovered or investigated, and plans laid to remedy the situation?

There are certain "stock" reasons for them. With the proper cooperation between sales manager, plant superintendent and salesmen, intelligent investigation and thoughtful planning, a majority of these claims can be eliminated.

Often a claim is marked "Shipping Room Error," and passed on. There are times when this is true, and many other times when it is not. Investigation should trace the real cause of the claim.

Some of the reasons why the Shipping Room is at fault are:

1—Incomplete orders, due mainly to failure of salesman to give proper names of wholesale cuts, correct shipping instructions, weight, number, method of selling (pounds, piece or package), fresh or frozen, boxed or loose, etc.

2—Late orders, that is orders not arriving in the office in time to catch either morning or afternoon delivery.

3—Promises by salesman to customer not passed on to sales manager for fulfillment, or making impossible and impractical promises.

4—Misunderstanding by salesman, due to lack of knowledge of products, as to articles ordered by customer.

Some Causes for Complaints.

Here are a few true instances:

At one time our freezer held a surplus of 16 lbs. up frozen loins. Salesmen were given a reduced price to move

them, and fully half of the salesmen failed to mark their orders "Frozen." The shipping room, not having fresh loins of that weight, marked order "Short," that being the proper procedure. If orders had been marked correctly by salesman the freezer would have had copies of them and filled them accordingly.

Another angle was that many salesmen neglected to tell customers these loins were frozen. Customers expected fresh loins; and when frozen loins were delivered "sour customer" resulted.

One customer desired his orders delivered at 1 o'clock. The salesman knew delivery trucks left plant at 7:30 a.m. and 2:00 p.m. for reasons of efficiency and economy. But he made no attempt to explain this to the customer. The result was another sour customer. After the sales manager had explained to the customer the truck schedule and why, all was well.

Then there is the old stock alibi of "salty bacon." Usually it has no foundation, especially when reported by one salesman. When reported by many, which is very rare, it is another story. Also there is the old story about "off-condition lard." Such trouble usually is due to improper handling by the customer or just plain old age.

Training Increases Efficiency.

No general manager would consider hiring an executive for the plant who did not have years of practical experience behind him. Yet many salesmen who meet the public and represent the company are hired on Monday, perhaps left to roam through the plant that day, and on Tuesday are given a price list, blank order book and turned loose. Is it any wonder there are "sour customers," ill will, etc.?

Salesmen should have a speaking acquaintance with all plant products, their preparation, finished appearance, handling, method of packaging, wrapping, shipping, etc.

When a salesman is hired let him spend one day in the hog and beef kill,



two days in pork cutting, one full day in the smokehouse, especially the wrapping and packing, one day in the lard department, two days in the beef sales cooler, two days in the sausage kitchen, one day on the loading dock, one day as rider on the trucks, one route in the morning, and another in the afternoon, one day assisting the order writing desk in the general office, and one day with the claim adjuster. That makes two weeks, and should prepare him for his job and give him knowledge and ability to properly represent his house and its products.

He then can be given a short oral examination by the sales manager, and the plant superintendent, if desired, to see what he has learned and if he will make a salesman. It would be better to train him than to let him blunder around on the territory for six or seven months.

This method will, no doubt, not set well with the claim adjuster, for obvious reasons, but it would increase the salesman's value to the company and gradually implant in him a sense of confidence that would go a long way to "sweeten the sour customers." The well informed salesman does not do the things that make for claims and cause ill will.

Yours truly,

AL JAMES.

PERSISTENCE WINS.

A good packer salesman is persistent, but not to the extent of becoming rude or a bore. He doesn't get discouraged if he doesn't sell his man the first, second, third or even the thirty-third call. We all know what drops of water can do to the well-known stone.

The finest job of selling I ever heard about was done by a grocery salesman in an Ohio town. There is a certain buyer in that town whose resistance every salesman knows is difficult to break down. Some salesmen never get by his railing—others get into his office but are never asked to sit down, and others who sell him pronounce him a "swell fellow." As the story goes, this buyer took to the salesman like we all take to baseball umpires. Mr. Salesman called on him regularly once a week—always left some little advertising card or sign on buyer's desk, got the same few cold words "nothing today" and then left with a cheery "good-bye, I'll call again next Tuesday."

What Mr. Buyer did to those cards is probably what he would like to have done to the salesman. This continued for weeks. Finally the salesman had to be out of town one Tuesday so he wired his prospective customer "his regrets" that he couldn't keep his appointment but he surely would call next week.

To make a long story short, friend salesman finally wore down the buyer, sold him an order and today, he can sell Mr. Buyer just about all the products handled in his 400 or more thriving stores in the respective lines that the salesman represents.—F. A. Blum in "Hygrader."

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$ 5.25@ 5.35
Cows, common to medium	2.75@ 3.00
Bulls, common to medium	3.00@ 3.85

LIVE CALVES.

Vealers, good to choice	@ \$7.25
Vealers, medium	4.75@ 6.75
Vealers, common	3.50@ 4.50

LIVE LAMBS.

Lambs, good to choice	@ \$8.75
Lambs, medium	@ 6.75
Ewes	1.25@ 3.50

LIVE HOGS.

Hogs, 160-190 lbs.	\$ 3.90@ \$4.35
Hogs, 245 lbs.	@ 3.85
Hogs, heavy	@ 3.50

DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	\$7.37 1/2 @ 7.50
---	-------------------

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	10 @ 11
Choice, native, light	11 @ 12
Native, common to fair	9 @ 10

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	10 @ 11
Native choice yearlings, 440@600 lbs.	10 1/2 @ 11 1/2
Good to choice heifers	9 @ 10
Good to choice cows	7 @ 8
Common to fair cows	6 @ 7
Fresh bologna bulls	6 @ 7

BEEF CUTS.

	Western.	City.
No. 1 ribs	14 @ 15	14 @ 16
No. 2 ribs	13 @ 14	12 @ 14
No. 3 ribs	10 @ 12	11 @ 12
No. 1 loins	16 @ 20	20 @ 22
No. 2 loins	14 @ 15	16 @ 18
No. 3 loins	10 @ 12	12 @ 14
No. 1 hinds and ribs	11 1/2 @ 14	11 1/2 @ 15
No. 2 hinds and ribs	10 @ 11	11 @ 12
No. 1 rounds	9 @ 10	10 @ 10 1/2
No. 2 rounds	8 @ 8 1/2	9 @ 9 1/2
No. 3 rounds	7 @ 7 1/2	8 @ 9
No. 1 chucks	8 @ 9	10 @ 11
No. 2 chucks	7 @ 7 1/2	8 @ 9
No. 3 chucks	6 @ 6 1/2	7 @ 8
Bolognas	6 @ 7	7 @ 8
Holls, reg. 4@6 lbs. avg.	22 @ 23	17 @ 18
Tenderloins, 4@6 lbs. avg.	50 @ 60	50 @ 60
Tenderloins, 5@6 lbs. avg.	50 @ 60	50 @ 60
Shoulder clods	11 @ 12	11 @ 12

DRESSED VEAL.

Good	9 @ 11
Medium	8 @ 9
Common	6 @ 7

DRESSED SHEEP AND LAMBS.

Lambs, prime to choice	13 @ 14
Lambs, good	12 @ 13
Lambs, medium	11 @ 12
Sheep, good	7 @ 8
Sheep, medium	5 @ 6

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	10 @ 11
Pork tenderloins, fresh	20 @ 21
Pork tenderloins, frozen	18 @ 20
Shoulders, Western, 10@12 lbs. avg.	7 1/2 @ 8
Butts, boneless, Western	9 @ 10
Butts, regular, Western	8 1/2 @ 9
Hams, Western, fresh, 10@12 lbs. avg.	10 1/2 @ 11
Picnic hams, Western, fresh, 6@8 lbs.	7 @ 8
Pork trimmings, extra lean	10 @ 11
Pork trimmings, regular 50% lean	6 @ 6 1/2
Spareribs	6 @ 7

SMOKED MEATS.

Hams, 8@12 lbs. avg.	13 1/2 @ 14 1/2
Hams, 10@12 lbs. avg.	13 1/2 @ 14 1/2
Hams, 12@14 lbs. avg.	14 @ 15
Picnics, 4@6 lbs. avg.	9 @ 10
Picnics, 6@8 lbs. avg.	9 @ 10
City pickled bellies, 8@10 lbs. avg.	11 1/2 @ 12 1/2
Bacon, boneless, Western	15 1/2 @ 16 1/2
Bacon, boneless, city	14 1/2 @ 15 1/2
Rollettes, 8@10 lbs. avg.	12 1/2 @ 13 1/2
Beef tongue, light	22 @ 25
Beef tongue, heavy	24 @ 26

FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, l. c. trim'd	30c a pound
Sweetbreads, beef	30c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	8c a pound
Mutton kidneys	10c each
Livers, beef	25c a pound
Oxtails	15c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ .50 per cwt.
Breast fat	@ .75 per cwt.
Edible suet	@ 1.25 per cwt.
Inedible suet	@ 1.00 per cwt.

GREEN CALFSKINS.

	5-9	9 1/4-12 1/4	12 1/4-14	14-18	18 up
Prime No. 1 veals	1.95	2.05	2.10	2.35	
Prime No. 2 veals	1.80	1.90	1.95	2.10	
Buttermilk No. 1	1.70	1.80	1.85		
Buttermilk No. 2	1.60	1.70	1.75		
Branded grubby	1.00	1.10	1.15	1.25	
Number 3	1.00	1.10	1.15	1.25	

BUTTER.

Creamery, extras (92 score)	@ 10
Creamery, firsts (87 score)	@ 18 1/2
Centralized (90 score)	@ 18 1/2

EGGS.

(Mixed Colors.)

Special packs or henery selections	24 @ 25
Standards	23 @ 25 1/2
Firsts	22 @ 22

LIVE POULTRY.

Fowls, colored, via express	@ 17
Fowls, Leghorn	@ 14
Chickens, Rocks	@ 16

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—	
Western, 60 to 65 lbs. to dozen, lb.	15 @ 17
Western, 48 to 54 lbs. to dozen, lb.	14 @ 16
Western, 43 to 47 lbs. to dozen, lb.	13 @ 15
Western, 36 to 42 lbs. to dozen, lb.	12 @ 14
Western, 30 to 35 lbs. to dozen, lb.	10 @ 13

Chickens—fresh—dry pkd.—12 to box—	
Western, 60 to 65 lbs. to dozen, lb.	15 @ 19
Western, 48 to 54 lbs. to dozen, lb.	13 @ 17
Western, 43 to 47 lbs. to dozen, lb.	13 @ 16
Western, 36 to 42 lbs. to dozen, lb.	12 @ 15
Western, 30 to 35 lbs. to dozen, lb.	12 @ 14 1/2

Ducks—	
Long Island	15 1/2 @ 16

Squabs—	
White, ungraded, per lb.	30 @ 45

Turkeys, No. 1—	
Young toms	20 @ 25
Young hens	19 @ 24

Fowls, frozen—dry pkd.—12 to box—	
Western, 60 to 65 lbs., per lb.	13 @ 17
Western, 48 to 54 lbs., per lb.	12 @ 16
Western, 43 to 47 lbs., per lb.	12 @ 15

BUTTER AT FOUR MARKETS.

Wholesale prices of butter at Chicago, New York, Boston and Philadelphia, week ended Jan. 4, 1934:

	Scores	93	92	90	88
Chicago	17 1/2-18 1/2	17 1/2	16 1/2	16 1/2	16 1/2
New York	18 1/2-19 1/2	18 1/2	17 1/2	17	17
Boston	—	19 1/2	18 1/2	17 1/2	17 1/2
Phila.	19 1/2	19 1/2	18	17 1/2	17 1/2

Wholesale price carlots—fresh centralized butter—90 score at Chicago:

	Score	90	88
Chicago	17 1/2	16 1/2	16 1/2
New York	17 1/2	17 1/2	17
Boston	18 1/2	—	—
Phila.	18 1/2	—	—

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1—1933.
Chicago	24,931	27,310	30,948	24,931
New York	60,901	45,048	50,708	60,901
Boston	9,837	14,315	14,730	9,837
Phila.	17,113	17,362	22,890	17,113

Total ..112,782 104,035 128,176 112,782 128,176
Cold storage movement (lbs.):

	In Jan. 4.	Out Jan. 4.	On hand Jan. 5.	Same week day last year.
Chicago	168,807	548,091	40,983,152	6,575,910
N. Y.	257,006	782,320	16,811,012	1,621,541
Boston	3,150	223,089	1,950,650	970,356
Phila.	1,500	16,473	626,201	363,988
Total	430,463	1,569,973	68,371,015	9,531,795

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports:	@ \$25.00
January to June inclusive	@ nom.
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@ 2.50
Blood, dried, 16% per unit	2.90 & 10c
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	2.75 & 10c
Fish scrap, dried, 13% ammonia, 10% B. P. L., f.o.b. fish factory	@ nom.
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. Del'd Bait & Norfolk	@ 24.50
Soda nitrate, per net ton, January to June	@ 26.30
in 200-lb. bags	@ 27.00
in 100-lb. bags	2.35 & 10c
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.25 & 10c
Tankage, unground, 9@10% ammonia	

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton c.i.f.	@ 25.00
Bone meal, raw, South American, 4 1/2 and 50 bags, per ton, c.i.f.	@ 25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	@ 8.00

Potash.

Manure salt, 30% bulk, per ton	@ 19.15
Kalnit, 14% bulk, per ton	@ 9.70
Muriate in bags, per ton	@ 37.15
Sulphate in bags, per ton	@ 42.15

Prompt shipment.

Dry Rendered Tankage.

50% unground	@ .40
60% ground	@ .45

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 65.00
Black or striped hoofs, per ton	45.00 @ 60.00
White hoofs, per ton	@ 100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Jan. 6, 1934, with comparisons:

	Week ended Jan. 6.	Prev. week.	Cor. week.
West. drsd. meats:			1933.
Steers, carcasses	10,461	11,184	7,683
Cows, carcasses	608	698	807 1/2
Bulls, carcasses	322	319	146
Veals, carcasses	10,610	11,554	6,332
Lambs, carcasses	38,196	32,760	23,799
Mutton, carcasses	1,553	1,857	706
Beef cuts, lbs.	584,544	669,395	443,825
Pork cuts, lbs.	2,470,331	2,515,763	2,559,366
Local slaughters:			
Cattle	8,931	8,086	6,054
Calves	13,346	11,375	11,114
Hogs	45,976	48,908	4,167
Sheep	51,226	57,090	52,860

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Jan. 6, 1934:

	Week ended Jan. 6.	Prev. week.	Cor. week.
West. drsd. meats:			1933.
Steers, carcasses	2,516	2,287	2,117
Cows, carcasses	772	683	776
Bulls, carcasses	168	275	177
Veals, carcasses	1,282	1,624	806
Lambs, carcasses	12,919	9,875	9,730
Mutton, carcasses	556	500	322
Pork, lbs.	462,325	490,062	676,842
Local slaughters:			
Calves	1,776	1,457	1,062
Calves	3,183	1,813	3,150
Hogs	18,499	16,115	14,429
Sheep	4,910	3,888	6,177

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended Jan. 6, 1934, with comparisons:

	Week ended Jan. 6.	Prev. week.	Cor. week.
West. drsd. meats:			1933.
Steers, carcasses	2,787	2,738	2,226
Cows, carcasses	1,684	1,511	1,640
Bulls, carcasses	25	23	29
Veals, carcasses	713	1,049	463
Lambs, carcasses	19,706	18,410	18,813
Mutton, carcasses	943	776	455
Pork, lbs.	334,548	298,292	480,306

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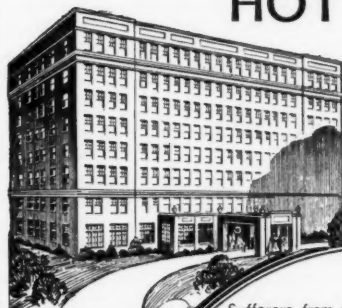
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Position Wanted

Sausage Foreman

Position wanted by sausage foreman with years of experience in manufacture of all kinds of sausage, including summer sausage, boiled hams, meat loaves and specialties. Can do actual work if necessary. Make quality products at minimum cost and handle help to advantage, with proper cooperation. I have never failed to increase business. W-461, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Packinghouse Man

Connection wanted by packinghouse man with over 20 years' practical general packinghouse operating experience. Handle labor efficiently, operate economically produce quality cures and products. Several years' experience as general plant superintendent. Excellent references. W-462, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Credit Manager

Credit manager, 20 years' experience meat packing industry, branch house, car route, general credits, covering all products and subsidiary divisions. Resourceful, best interest of business. Legal training. Will locate anywhere with A-1 organization who can assure future to right man. Married, family, 40 years old. W-464, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Branch Mgr. or Casing Salesman

Experienced in operating branch houses and districts in East and South. Also thoroughly acquainted with sausage casings and sausagemakers fifteen states. Practical packinghouse experience, curing, fresh meat, beef, lamb, veal. Good record as producer. References. W-466, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausagemaker

Position wanted by first-class sausagemaker and all-round butcher. Can make high-grade sausage of all kinds and do any work in packinghouse satisfactorily. W-469, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Salesman

Practical sausage foreman and experienced meat salesman desires position as salesman catering to manufacturers. Can give actual demonstrations and show your product to advantage. Available immediately. W-470, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Foreman

Position wanted with eastern concern by sausage foreman capable of making full line of sausage products and meat loaves that will do justice to reputable house. Can use all available cuts to advantage and eliminate any form of sausage trouble. Can also figure costs and make complete reports weekly. Would appreciate interview. Can start immediately. W-455, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Men Wanted

Auditor

Wanted, auditor. Thoroughly experienced packinghouse and branch house auditor and systematizer. Travel necessary. W-459, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Tank House and Refinery Man

Position open for first-class tank house and refinery man. State fully qualifications, experience, salary expected. W-467, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Salesman

Established firm wishes the services of salesman well acquainted with meat industry to handle its line of processed waterproof aprons as side line in Eastern territory. Good, competitive line on straight commission. W-468, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Casing Salesman

Wanted, casing salesman for Chicago city trade. Only those thoroughly conversant with business considered. W-471, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Two Sausagemakers

Wanted, 2 sausagemakers. Good, all-around men. Prefer German. Apply to Dixie Meat Products Co., Gadsden, Alabama.

Sausage Foreman

Wanted, sausage foreman. Must be experienced and furnish references. Steady position. Good opportunity for right man. Apply M. D. Singer & Co., 1018 W. 37th St., Chicago, Ill.

Casing Salesmen

Old, established large casing company desires to effect arrangements in certain cities and states with salesmen to sell SHEEP, BEEF, HOG CASINGS exclusively or as side line. Be sure to give full particulars and details first letter.

W-465,

THE NATIONAL PROVISIONER
300 Madison Ave., New York City.

Miscellaneous

Casing Jobbers & Dealers Wanted

Large reputable old established casing concern desires to effect arrangements with casing jobbers and dealers. Full line our own production of BEEF CASINGS, HOG CASINGS, HOG BUNGS. Also all sizes uniform graded SHEEP CASING HANKS. Also New Zealand, Australian, etc., cuts of SHEEP and LAMB CASINGS. Arrangements made only with reliable and reputable jobbers and dealers. Write fully first letter.

W-463,

THE NATIONAL PROVISIONER,
300 Madison Ave., New York City.

Misc. for Sale & Wanted

Killing Plant, Sausage Factory

Sale or lease with option to buy, complete modern plant near Phoenix, Salt River Valley. Capacity 25 head each beef, hogs, lamb, veal. Always plenty fat live stock available; ten-ton plant, 32,000 cubic feet refrigeration. Fred Tribolet, 372 N. 2nd Ave., Phoenix, Ariz.

Nine-Knife Rocker

For sale, one second-hand, nine-knife Brodesser Milwaukee rocker, belt-driven A-1 condition. FS-460, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Machinery

For sale, 43-T "Buffalo" silent cutter; 43-B "Buffalo" silent cutter; 500-pound "Buffalo" stuffer; and 700-pound "Buffalo" mixer. FS-472, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Rendering Equipment

For sale, Recessed Filter Presses, all sizes; Lard Rolls; Dopp Jacketed Kettles; Hammer Mills; Disintegrators; Melters; Cookers; Mixers; Ice Machines; Boilers; Pumps; etc. Send for latest bulletin. What machinery have you for sale?

CONSOLIDATED PRODUCTS CO., INC.
14-19 Park Row, New York City.

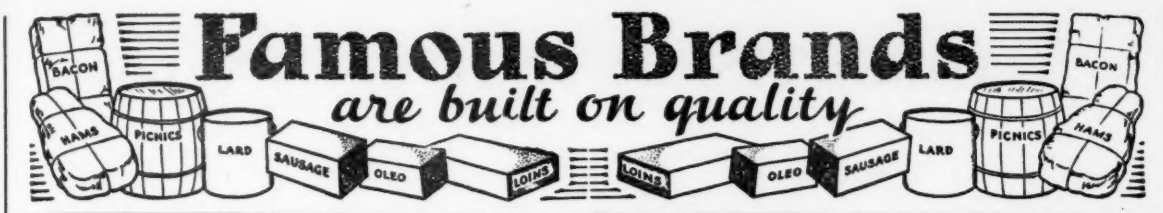
Packinghouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1516 N. Grand Blvd., St. Louis, Mo.

Hog Scraper

Wanted, Baby "Boss" or 10X hog scraper. Must be in good condition and price must be low. W-449, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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Take advantage of them.



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Lard
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14 Plants
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HONEY BRAND

Hams — Bacon

Spiced Ham

Luncheon Meat

Pork

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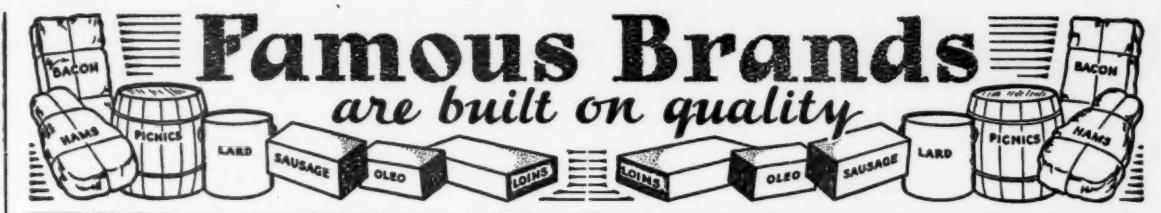
Veal

Lamb

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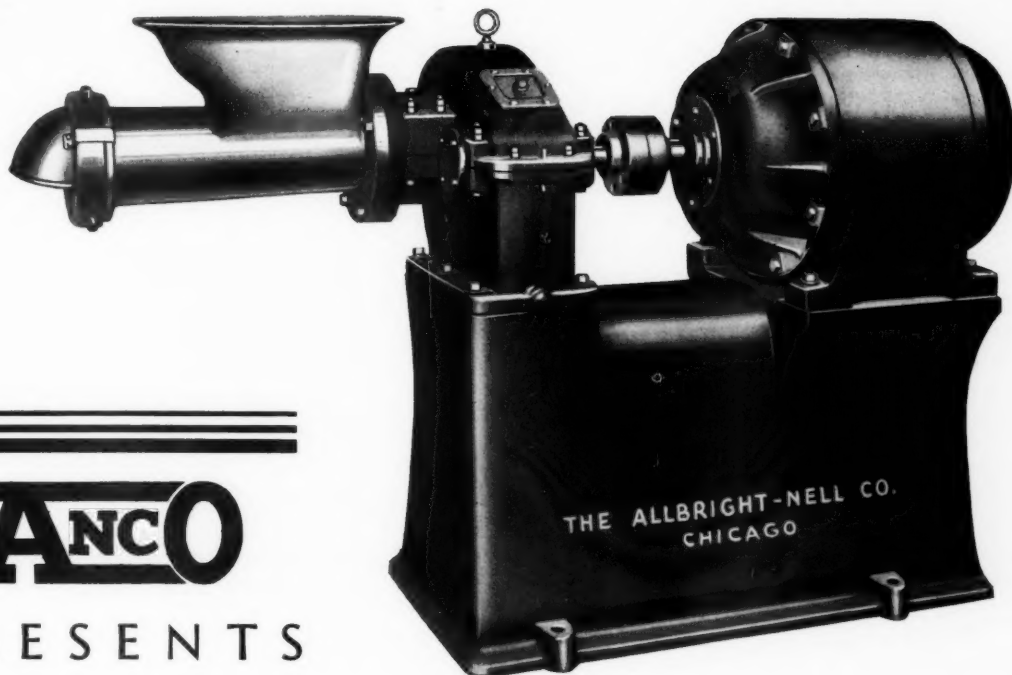
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